

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

# CANADIAN GROCER

AND GENERAL STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

In Competition with the World  
we have received the

**Highest Awards  
Made . . .**

These substantiate our claim  
that : : : :

# Colman's Mustard

**IS THE BEST IN THE WORLD**

## Our New "Malta."

It's our idea to please each individual taste, to make our line so comprehensive that it will be easy for you to sell our biscuits to every one of your customers. If you've got a suggestion to offer for a new line, we'll thank you for it.

Last week we talked about "Elite." Did you sample them? This week it's "Malta," a small, iced, fancy, that ranks high in Biscuitdom. Runs about 85 to the pound. "Malta" will transform a common-place meal into a dainty repast, but that's to be expected of Christie's biscuits. We'd like you to see this new creation as soon as possible. Shall we send a sample case?

**Christie, Brown & Co., Limited,** TORONTO and  
MONTREAL.

S  
so that  
at  
icure.  
wrong  
(4)  
, Ont.  
E  
AL  
Genuine Pro-  
ng Cutlery  
nition.  
ON'  
OLISH  
LIMITED  
Glass and  
etc.  
England.  
ig Street

If your customers desire a really  
fine, pure Table Salt,  
give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established  
1886

Clinton, Ont.

F. P. SCUDDER  
President

ADOLPHE E. SMYLYE  
Vice-President and Sec'y

H. W. PETHERBRIDGE  
Treasurer

## National Licorice Co.

Successors to

YOUNG & SMYLYE  
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER  
BROOKLYN, N. Y.

MELLOR & BITTENHOUSE CO.,  
CAMDEN, N. J.

H. W. PETHERBRIDGE  
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.  
TORONTO, CAN.

Y. & S., SCUDDER, and M. & B. Brands of PURE STICK  
LICORICE, Acme Licorice Pellets, M. & B. Wafers in bags,  
Licorice Lozenges, and a full line of Licorice Specialties,  
including the celebrated soft licorice lines sold under the  
Company's brands as follows: THE FLEXIBLE LICORICE,  
THE PLIABLE LICORICE, THE ELASTIC LICORICE.

**MAIN OFFICE:**  
375-385 Lorimer St., Brooklyn, N.Y.

Where all communications, orders and remittances should be sent.

## "GLOBE" METAL POLISH



**INSIST ON HAVING IT**

Write for a supply of show cards and advertising novelties.

**RAIMES & CO., 164 Duane St., NEW YORK.**

IT IS NOT TOO EARLY TO BEGIN  
YOUR INQUIRIES ABOUT THAT TRIP  
YOU ARE GOING TO TAKE TO THE

## British West Indies

this winter. We have just issued a book-  
let telling what some people saw and  
did on the same voyage last winter, and  
if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL  
WAY OF SPENDING SIX OR SEVEN  
WEEKS THAN ON SUCH A TRIP AS  
THIS. THE WHOLE COST FROM  
HALIFAX AND RETURN IS \$180.00.

**Pickford & Black - Halifax.**



**MacUrquarht's  
Worcester  
Sauce**



**Wheat  
Marrow**

"There's luck in the four-leaved clover," especially when each leaf contains the name of such standard goods as MacUrquarht's Worcester Sauce, Stephens' Vinegar, Codou's Macaroni and Wheat Marrow.

Each one of the four holds its place steadfastly in the front rank in popular favor, and each one builds for confidence among a grocer's trade.



**Codou's  
Macaroni**

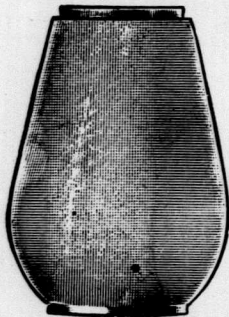


**Stephens'**  
Genuine  
**English Malt  
Vinegar**

*Sold by Leading Wholesalers Everywhere.*

A. P. TIPPET & CO., AGTS.,  
MONTREAL. TORONTO.

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited



For Sale Everywhere.

ASK FOR

**MOTT'S.**

## Do You Use Scales?

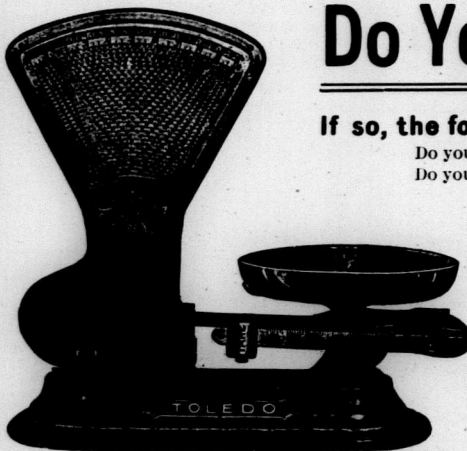
If so, the following facts should interest you:

Do you desire to discontinue giving down weight?  
Do you desire your bulk packages to hold out weight?

If so, the **TOLEDO SPRINGLESS, AUTOMATIC COMPUTING SCALE** will enable you to accomplish this result, as it is the only Scale that gives 16 ozs. to the lb.—no more, no less, and there is absolutely no such thing as down weight on the Toledo Scale. No springs, no weights to lift on and off, no poises to shift, no human aid necessary.

**MADE IN CANADA.**

For Descriptive Catalogue and all information write to  
**DEAN & McLEOD, Canadian Agents,**  
The Toledo Computing Scale Co.,  
HAMILTON, ONT.



### A GOOD MANAGER

will see that his store gets the best wrapping paper at the right price. Such a one

### WILL ORDER

our brown or manilla wrapping papers, which always give the complete satisfaction. They are strong, durable, good weight and a full 480 sheets to the ream.

**CANADA PAPER CO., Limited**  
TORONTO and MONTREAL.

### REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

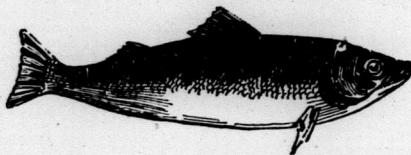
Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.,**

Wilbert Hooley, Manager.  
54 Noble St., TORONTO.  
Phone Park 513.

This cut represents No. 13.

# British Columbia Salmon



We have on hand the following reliable brands:

## Red Sockeyes

"Nimpkish" "Griffin"  
"Sunset"

## Cohoos

"Golden Net" "Empress"  
"Harlock"

**The British Columbia Packers' Association**

VANCOUVER, B.C.

# Why Not Get in Line

and investigate

## The "Perfection" Canister?

It is the Cheapest  
Because it is the Best.

Write for sample and have a  
look at it.

The Dominion Canister Company, Limited  
DUNDAS, ONTARIO, CANADA.

## "STERLING" BRAND PICKLES and RELISHES.

The "Sterling" Brand pickles and relishes have always been at the top. We have maintained their standard of excellence by care in their manufacture, always using the best materials. Grocers should be well stocked with this brand as it meets ready sale.

### T. A. LYTLE & CO.

Manufacturers of Pickles, Relishes, etc.  
124-128 Richmond St., West, TORONTO.

# Hundreds of dealers

who "shied" at **Tillson's Oats**, in packages, before they knew them, are now the most enthusiastic patrons.

Cautious "samplers" have become liberal buyers.

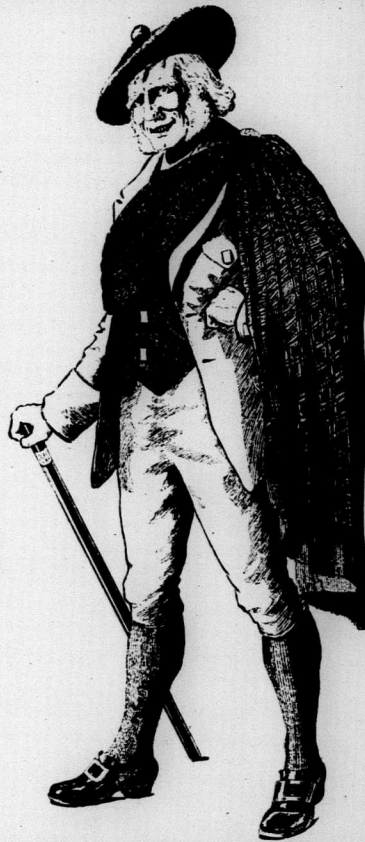
Our widespread advertising publicity brought us inquiries from far and wide for trial orders on "suspicion," and once there—

**Tillson's Oats** soon turned incredulity into enthusiasm.

Are you outside the ring yet?

We'd like to feel that you are on the side of quality and cleanliness. Send in your order for a couple of cases and then we'll know you are with us.

**THE TILLSON COMPANY, Limited,**  
Tillsonburg, Ont.



# Large Profits

on cheap goods  
don't pay in  
the long run.

Your profits on  
Gillett's Goods are  
good all the time  
because the goods are  
**PURE, Well Advertised** and  
steady sellers

Try **MAGIC BAKING POWDER**

as a sample test.

Ask your jobber for it.

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
Ill.

# Jams and

# Jellies

Stocks both in stores and homes  
are running low at this season. Let  
us have your order now. Guarantee  
quality.



## The Canada Biscuit Co., Limited

King and Bathurst Streets,

**TORONTO.**

King Street West and  
Bathurst Street Cars Pass Our Works.

# JAPAN TEA FOR CANADIANS



**T**HE chosen tea of the discriminating Canadian  
public comes from the garden of Japan.

It surpasses in flavor and excellence the teas of all  
other countries, because of the perfect climate, fertile  
soil and careful, cleanly and modern method of culti-  
vation. A cup of **JAPAN TEA** "invigorates in  
the morning and refreshes at night."

**JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.**

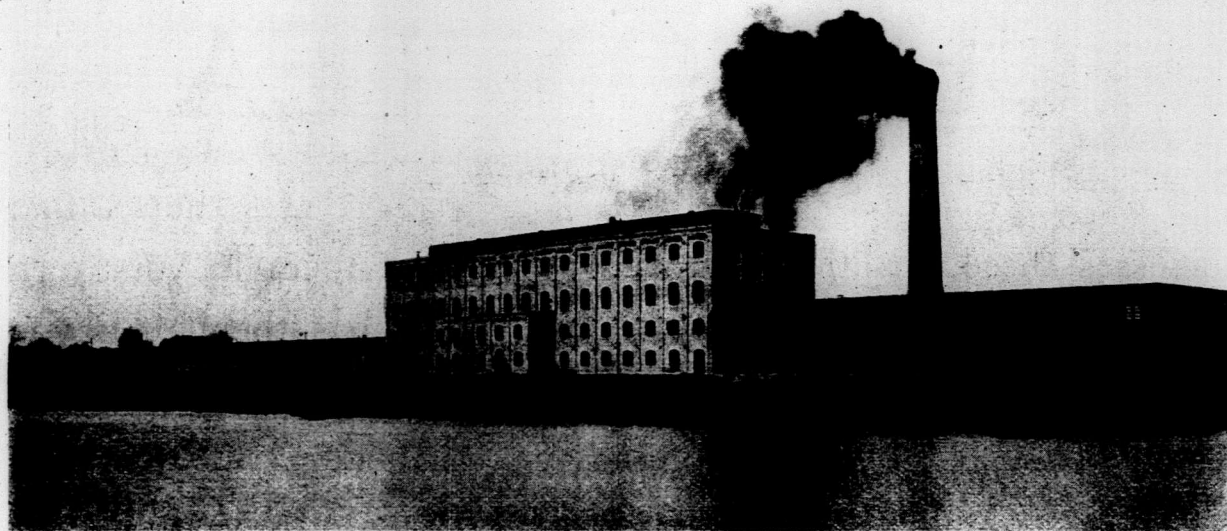
Trafalgar Chambers, Sun Life  
Building Annex.

Tel. Main 4142. MONTREAL, CANADA.

THE CANADIAN GROCER

# STANDARD GRANULATED SUGAR.

A truly Canadian Product.  
Made in a Canadian Factory.  
Made from Canadian Sugar Beets.  
Grown by Canadian Farmers.  
Produced by Canadian Labor.



New 700-ton Beet Sugar Factory of the

**WALLACEBURG SUGAR CO., LIMITED**  
at WALLACEBURG, ONT.

Substantially built and equipped with the most modern and improved machinery in the world at a cost of over \$600,000.

# Some of the Facts, Sir—

The Encyclopædia—the greatest of authorities—says: “While it is impossible to define the conditions which determine the commercial value of an ordinary black tea, the following rules may be laid down: the darker the liquor the stronger the tea, and the nearer the approach of the infused leaf to a uniform salmony brown the purer the flavor. Black tea of good quality should, in infusion, yield a clear, bright, brown liquor, emitting a subdued fragrance, and in taste it should be mild, bland and sweetish, with an agreeable astringency.”

Now, Mr. Grocer,

## CEYLON TEA

**BLACK and GREEN**

is the tea that possesses these qualities. Have you noticed them in your own use? Do your customers never tell you it has them? If you do not already handle our teas, try them, and the result will be a substantial increase in your profits.

## CEYLON TEA

**BLACK and GREEN**

— The TEA the people drink.



## Syrup for Table Use.

Every dealer knows that butter is never satisfactory if the flavor is not good, no matter how low the price may be.

Consumers of syrup want the best, it must be sweet and good flavor or it will not be satisfactory.

## TEA ROSE DRIPS

is guaranteed to please the consumer.

For sale by jobbers in 50-gal. bbls., 30-gal. bbls., and 10-gal. kegs, 5-gal. tins, 1-gal., ½-gal. and ¼-gal. tins. Send for trial order and sell it to your fastidious customer, he is looking for this kind of syrup.

  
**Rose & Laflamme**

Selling Agents, MONTREAL.

## YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**  
LIMITED  
PORT CREDIT, ONT.

## The Auer Gas Lamp

"Turns night-time  
into day-time."

New Models. Lower Prices.

Would you buy a lamp which  
doesn't smell or smoke?

Would you buy a lamp which  
will save you  
half your ex-  
pense for  
coal oil?

Would you buy  
a lamp which  
shows your  
goods in day-  
light colors?

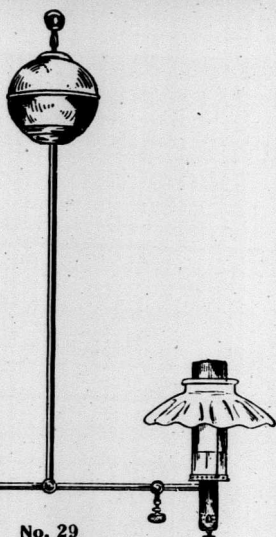
Would you buy a lamp which you can return, for full price,  
if you don't like it?

That's the kind of a lamp we make.

**EVERY LAMP GUARANTEED**

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.



# MOLASSES

We would ask all intending purchasers of **MOLASSES** to send for samples of our goods before buying elsewhere and receive the best reply to adverse criticisms made by those who cannot offer such

**FINE QUALITY**

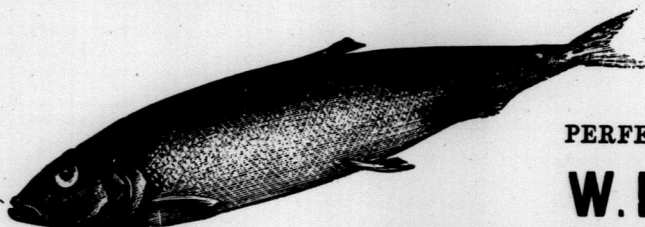
**The Dominion Molasses Co.,**

Limited

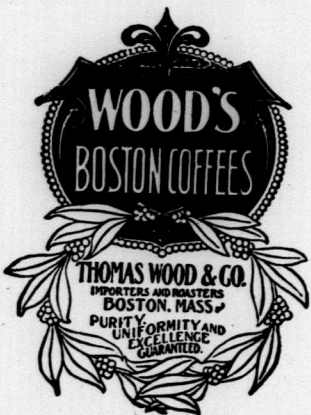
HALIFAX - - - NOVA SCOTIA.

# FISH

LABRADOR SALMON, pails and half-barrels.  
 MACKEREL, pails and half-barrels.  
 No. 1 LABRADOR HERRING, barrels and half-barrels.  
 NOVA SCOTIA SPLIT HERRING, barrels and half-barrels.  
 No. 1 QUINTAL COD.  
 GENUINE BOXED and SKINNED COD, cases.  
 MEDIUM SCALED HERRINGS.  
 FINNAN HADDIE, 15 and 30-lb. boxes, fresh daily.  
 HERRING, WHITEFISH and TROUT from various lake points.



**PERFECTLY CURED—ABSOLUTELY RELIABLE—FISH.**  
**W. H. Gillard & Co.,** WHOLESALE GROCERS, **Hamilton**



## Already \_\_\_\_\_

### WOOD'S COFFEES

have largely increased the trade of hundreds of dealers and have marvellous results in store for you if you are **ready** to give them a trial.

We co-operate with you in a practical way that brings **business**.

**THOMAS WOOD & CO., No. 428 St. Paul St., MONTREAL.**

# PRUNES

BOXES each 50 lbs. **3 <sup>3</sup>/<sub>4</sub> NET F.O.B.**

These are Strictly First-Class California Goods, Full Assortments,  
 All Sizes, Prunes, Also

## PEACHES and APRICOTS

### Be Your Own Wholesaler.

Our company is established on sound financial basis, our system of doing business is undoubtedly the correct one. Our progress, with 18 months' experience, must surely relieve the mind of a skeptic. We have a cash business and you do not help to pay the debts of others when dealing with The Grocers' Wholesale Company, Limited, Hamilton.

If you are interested in our merchandise or our Share Stock, let us hear from you.



**Grocers' Wholesale Company, Limited, Hamilton.**

*3 to 3 3/4 net  
 every wholesale  
 del cur 5772 13 page 285*

# COMMENT ON CURRENT TOPICS

THE Alaska boundary question is 78 years old, and it is time Great Britain and the United States had sense enough to settle it. The one is older than Methuselah and the other has seen a century and a quarter.

Quite a little energy is being developed in Ontario over the question of electric power. But then the development of energy is one of the offices of the electric current.

Blunders on the part of railway officials there always will be. And what is wanted more than anything else, as a guarantee for the safety of the travelling public, is a mechanical device that will put an effectual check on these blunders.

It is now claimed that sugar can be made from sawdust. This will encourage us to "saw wood and say nothing."

Regrettable unpleasantries are surrounding the attempt of Great Britain and Germany to compel reluctant Venezuela to pay her debts. And Germany, with both the press of Great Britain and the United States slinging mud at her, seems particularly to be having a bad quarter of an hour. But a policeman's lot never was a happy one, particularly when duty assigned him to the collection of debts.

The Toronto News speaks of Hugh Blain, of Eby, Blain & Co., Limited, as "Mr. Hugh Blain, M.P." Mr. Blain is not an M.P., but he ought to be, and The News is possibly so convinced of this that it inadvertently tacks on the abbreviations that he would wear if his presence indeed graced the House of Commons.

The fast Atlantic steamship line is that which the slow-acting politicians have been wrestling with for a decade or more.

An assemblyman in Albany has introduced a Bill compelling packers to date their canned goods. The same old mania. The same old display of ignorance. And

some member in the Canadian House of Commons is almost certain to have a similar attack.

Canada is developing so rapidly these days that it is possible she may eventually enclose within her borders that part of the United States known as Alaska as well as that part lying south of the 49th parallel.

The opinion obtains that while a good many of us are going short on coal the pockets of the dealers are getting long.

There is a suit of Stone versus Brooks before the Toronto Assize Court. Evidently the old case of brooks running over stones.

Complaints are still coming from the Northwest regarding the grain blockade. By-and-bye we shall be having a blockade of complaints. And what then?

The ranks of those in the United States opposed to ratification of the treaty with Cuba have been strengthened by the addition of the British Government thereto; an alliance of defence and defiance as it were. And the latest news from Washington is to the effect that the allies are likely to come off victors, for the time being at any rate.

The petition and cross-petition in the North York election case has been dismissed, neither party having any evidence to offer, as, of course, per arrangement. And thus again has the public got what is known in sporting circles as the "double cross."

Canada does not appear to be at all perturbed over the fact that she is at war with Venezuela. And as long as Jack Frost is on guard there is no danger of the enemy's gunboats ascending the St. Lawrence and entering the Great Lakes, bombarding the chief cities en route.

If railway accidents keep multiplying during the next few months as they

have during the past few weeks, nervous travellers will either take to dirigible balloons or stage coaches.

Three large locomotive companies in Scotland have amalgamated with a capital of \$10,000,000. They will now be able to get up steam and go ahead, while it is no doubt intended that competitors shall be forced off the track.

The chief danger about the bombardment of the Venezuelan fort by the German gunboats is that damage might be done to the sacred Monroe Doctrine. It is a valuable national asset; and if it were cracked Uncle Sam would feel as bad as would an old maid over the smashing of a piece of pet china.

Strong measures for meting out adequate punishment for all sorts of political corruption will be found when public opinion is strong enough to demand the desideratum.

When the bar congratulates a lawyer on his elevation to the bench it does not follow that drinks are taken over the bar.

The Alaska boundary question got beyond the bounds of common sense some time ago.

The manufacturers of rubber goods are trying to get increased protection. In other words, they want the tariff stretched. It is only natural that the tariff on rubber should be elastic.

The Toronto Street Railway Company have hit upon a new fuel economizing scheme on their cars. The chimney on each car is fixed so that the draft goes down instead of up. At the same time improper language is drawn from the shivering passengers. But that does not bother the company, for corporations have no souls, and consequently will have no account to render in the next world.

**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

**STOVE POLISH** and **SUN PASTE**  
**STOVE POLISH**  
IN **TINS**  
GUARANTEED TO THE TRADE

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY

**DUSTLESS, LABOR SAVING,**  
BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

### A GROCER IN THE MOTHER COUNTRY.

EDITOR CANADIAN GROCER. — Being a grocer here in England, and not finding the grocery trade very rosy just now, have a great desire to know how it is "all round" in Canada. Upon introducing myself I might say that I have had many years' experience in every branch of the trade, and am now travelling for a wholesale grocery firm.

To give you an idea of the state of the trade here, a berth like this, or as a branch manager for most of the leading well-advertised tea or provision companies, in many cases the wage is not more than 30s. per week. As for assistants, £1 per week is about the wage, and you must be smart in appearance and smart in your business, for that; juniors by galore for little money.

The hours here are very long, although better now than they were, being on an average about 60 to 70 per week. Thus the position of the journeyman grocer in the Mother Country. As your own master you need a good sound capital at your back, so as to compete with large cutting grocers and companies which are very plentiful here, consequently, a man in a medium way with small capital finds it quite a struggle to meet his bills when due. Why so many bankruptcies in this trade? It is the result of having so many different leading lines to battle against the keen competition, so with small profits, he, at a slow time, eventually finds himself fixed.

A general grocery, as a whole, should pay 30 per cent. profit. This would be all right and worth the speculation, but it is not so, considering the stuff which, at different times, is sold at a loss, brings the percentage down.

In my opinion you can be in the grocery business a very long time before making a fortune in England.

Now, dear sir, if any of your readers could furnish me (a fellow sufferer) with a few details as to the prospects in the grocery business in Canada, so that I could judge if it is better than in England, I would consider it a great favor, and, in answer, any further particulars that I could give, I should be pleased to do so. Thanking you in anticipation, for the insertion of this letter,

AN ENGLISH GROCER.  
Norwich, England, January 15.

[Our columns are at the disposal of the trade for the discussion of the question raised by "An English Grocer," and it is to be hoped there will be a response on the part of our readers. — Ed. CANADIAN GROCER.]

### FIRE IN THE DELHI CANNING FACTORY.

THE Delhi Canning Company's works at Delhi, Ont., were destroyed by fire on January 15. The fire broke out at 5 a. m., and nothing but two sheds are now standing.

The fire started in the bathroom, the small building built at the west end at right angles to the main building. The heavy wind fanned the blaze, and despite the efforts of the citizens, who were provided with only a small hand fire engine, nothing remained of the huge building but the two sheds.

The loss on the stock and plant is about \$60,000, of which \$30,000 was covered by insurance.

The following insurance companies are interested: Gore Mutual, Waterloo Mutual, Perth Mutual, North British and Mercantile, Royal, British America, and London Mutual.

The Delhi canning institution was one of the largest and best equipped in the Dominion of Canada. Under the man-

agement of Mr. William Ferguson and the work of Mr. James Kearns, who lately died in New York State, the pioneer processor of the Delhi factory, the institution made a reputation for itself that has extended from Canada to Great Britain and other countries of the globe.

The structure was a large, long, white brick one, in the form of a letter L, with a large and capacious shed for corn and peas at either side. In it was constructed and operated successfully the first automatic apple filler, and while other factories shelled peas by hand, it used the mammoth pea threshers. It furnished many hundreds of employes with work, and supplied a ready market for the farmers tilling the land within a radius of six or seven miles of the place.

It is regretted by The Delhi Canning Co. that, for the time being, they will be unable to fill any orders for canned goods, unless it be some pie peaches, which they held in stock at their Niagara branch. They are taking steps to resume business as quickly as possible, and expect to be fully equipped for the beginning of the new season and to be able to serve the trade as faithfully and well as heretofore.

### GROCCERS' WHOLESALE COMPANY, LIMITED.

At the meeting of the board of directors held at the company's office in Hamilton on Tuesday, January 20, a semi-annual statement was presented. After providing a sufficient amount to set aside 7 per cent. per annum upon paid-up capital stock, further amount was decided upon to distribute as a dividend upon purchases. This, we are given to understand, has been promptly paid, shareholders who have loyally supported the company receiving a fair-sized purchase dividend cheque. The company offers share stock for sale in restricted blocks, but can be purchased only by retail grocers, thus keeping it always active or otherwise earning its own dividends.

THE CANADIAN GROCER

BARGAIN IN ~~XXXXXXXXXX~~

# PEACHES, EVAPORATED APPLES, "CALA" DRIED FRUIT.

Get Prices in Canned Vegetables and Tapioca.

Don't forget our Nutmeg Prices.

**LUCAS, STEELE & BRISTOL,** Wholesale Grocers, **Hamilton**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

OUR LEADERS IN 1903

## JERSEY CREAM BAKING POWDER JERSEY CREAM YEAST CAKES

We want to make the above lines the most popular goods in Canada—with the consumer, with the grocer. A large number of grocers complain that when they order Jersey Cream Yeast from travellers it is either cut out or another line sent in its place. Gentlemen, you have this in your own hands. While we prefer to ship through your wholesale house, if they do this send us an order direct, and add a barrel of Redpath's granulated sugar to make up freight. Granulated costs you the same money no matter who you buy from, and we will not only appreciate your order, but place you on our special list for favors when they are going—order from Hamilton or Toronto.

### LUMSDEN BROS.

82, 84, 86 McNab St. North, HAMILTON.

No. 9 Front Street East, TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—  
JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—  
JERSEY CREAM.

The leading tobacco  
of the world is

**TADDY'S**  
**Premier**  
**Navy and**  
**Orbit Cut**

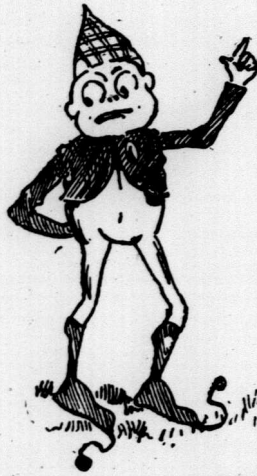
All civilized smokers on the three continents, who enjoy a good cool smoke, back up this strong assertion by smoking

## TADDY'S OLD ENGLISH TOBACCO

Are you selling this brand? If not, write for prices and be in the swim.

WHOLESALE AGENTS:

### James Turner & Co., Hamilton



**Our Crown Blend Coffee** satisfies the most exacting.

(Fresh ground day of shipment.)

X	Crown Blend,	retails at	25 to	30c.
XX	" "	" "	30 to	35c.
XXX	" "	" "	40 to	45c.

IN TINS, 10, 25 AND 50-LB EACH.

**THOS. KINNEAR & CO.,**

Wholesale Grocers,

49 Front St. East, TORONTO

**CATALOGUES, BOOKLETS, ETC.**

DOMINION OIL CLOTH CO.

THE calendar presented this year by the Dominion Oil Cloth Co., Limited, is large and striking. Unlike many calendars, prominence of the date sheet is not sacrificed to the advertisement. The figures are distinct, and therefore the calendar is useful for the office. The advertisement consists of a half-tone engraving of the factory, surrounded by a wreath of maple leaves in green and red. The background is a bright yellow and the firm's name appears in red with green shadings.

BETTER THAN EVER.

As a rule the N. K. Fairbank Co. set a high standard in all they do, and in issuing their 1903 calendar they have kept well up to it. Last year, it will be remembered by all who were fortunate enough to obtain one, that their calendar was a series of fine, beautifully lithographed panels, one of which contained the calendar. This year the same idea has been followed out, only instead of the panels being square as last year they are circular. Each contains a very handsome

picture. Except on the one on which the months of the year are printed there is no advertisement whatever.

DIRECTORY OF WHOLESALE GROCERS.

We have received a copy of a small book issued by Orrin Thacker, in which is given a complete directory of the exclusive wholesale grocers of the United States. The book is conveniently arranged in alphabetical order in towns in their respective States. In addition to the wholesale grocers, the population of each town and city and the grocers' associations of each State, with their officers, are given. The price is \$1, and may be obtained by addressing Orrin Thacker, Columbus, Ohio.

A TASTY CALENDAR.

One of the handsomest calendars that has come to THE GROCER this year, comes with the compliments of J. Sutton Clark, of St. George, N.B. It consists of a three-color process reproduction of "Therese," from a painting by Albert Lynch, richly mounted in an oval mount of gold and olive green. We do not know whether the whole supply of these beautiful calendars has been distributed or

not, but any readers of THE GROCER who write Mr. Clark, mentioning the source of information, will, no doubt, receive copies if they are available.

CROWN LIFE.

The Crown Life's calendar partakes more of the nature of an advertisement than a calendar. The make-up of the whole sheet is, however, well worthy of a place on the wall. Around the edge appear the pictures of the directors of the company, thirty-four in number, Sir Charles Tupper heading the line as president. These pictures show up well against a red back ground. The centre of the calendar contains a statement of rates and a sample policy. "Crown Life" is embossed in gold with white edges.

A NEAT NOTICE.

A copy of the notice of the Kentville, N.S., Board of Trade meeting for January 31, 1903, has been sent to us by M. G. DeWolfe, ex-president of the Maritime Board of Trade. It is very neatly gotten up, and does credit both to the directors of the Board of Trade and to the press of the town of Kentville. It might



**CHEESE**

We have a large stock of

**Colored, White, Flats, Stiltons, etc.**

The cheese are of the finest, and the prices are low.

Get our quotations.

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited, TORONTO**

## TO MAKE THE HOME BRIGHT.

We have secured the Canadian Agency for **Brunswick's Easybright Instantaneous Cleaner**, the best preparation of its kind on the market. It takes the place of Floor Cleaners, Washing Compounds, Scouring Soaps, Window Cleaner, Metal Polishes, Grease Removers, etc., the whole in one.

This is an article which will sell well, and you can recommend it confidently as our reputation is behind it. Neat tins, to retail, 6-oz. 20c.; Quart, 50c.; Gallon, \$1.25.

FREE SAMPLES WITH FULL PARTICULARS ON APPLICATION.

# THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

be copied with advantage by larger Boards of Trade than that of Kentville.

#### HANDSOME FRUIT CALENDAR.

A calendar that, for beauty and striking effect has been unsurpassed this season is that which McWilliam & Everist, wholesale fruit and commission merchants, Toronto, are sending out to their friends. It is also decidedly in keeping with the firm's line of trade. The picture, which is the feature of the calendar, is a reproduction of the painting of G. Glenn Newell, and shows in the foreground luscious strawberries in natural color just dumped from the regulation basket. A sugar bowl is placed temptingly near, and a beautiful spray of roses forms the background. Grocers who have not a copy of this calendar should try and get one.

#### MAY IT PROVE SUCCESSFUL.

The Canadian Pacific Railroad Co. is behind a project to make of St. Andrews, N.B., a great summer resort rivalling Bar Harbor. Sir William C. Van Horne, ex-president of the Canadian Pacific, and Sir Thomas Shaughnessy have already

spent thousands in building beautiful homes at St. Andrews and in beautifying their grounds. Now it is announced that the company and interests allied to it are about to acquire the Algonquin Hotel and the immense tract of land owned by The St. Andrews Land Improvement Co. The hotel, which will be run during the coming summer under Canadian Pacific management, will receive extensive alterations and improvements, large sums will be spent in laying out and beautifying the land company's ground and preparations will be made for a much larger summer business than heretofore.

It is expected that the Canadian Pacific backing of this beautiful resort, giving promise of permanency, will result in many wealthy Canadians and Americans building summer homes there. There are good boating and bathing facilities, excellent fishing (either deep sea or lake) and many other attractions.

#### SUGAR REFINERY FOR LETHBRIDGE.

A Lethbridge, Alta., correspondent writes that 20 cars of machinery and 25 cars of lumber are on the ground for a new sugar refinery there, to cost about \$50,000.

#### MR. CHILD AGAIN ON THE ROAD.

Aaron Child, Western Ontario representative of John Taylor & Co., soap manufacturers, Toronto, is rapidly recovering from his long illness. He has been off the road for some months, but resumes his regular trips the coming week.

#### PERSONAL MENTION.

Mr. P. C. Larkin, of The "Salada" Tea Co., is away visiting the branches of the company at New York, Washington and Philadelphia.

Mr. B. Trudel, who represents Messrs. L. Chaput, Fils & Cie in the Northwest Territories and British Columbia, is in Montreal this week.

Mr. Fred Blewett, of The Blue Ribbon Tea Co., wore an unusually happy smile on Saturday last, having just wound up a most successful trip to Western Ontario.

The Manitoba Blue Ribbon Tea travellers, Messrs. O'Donnell, Carroll, Berwick, Bremner and Middleton, who have been spending their holidays in the east, have left to take up their duties once more.



The greater your sales, the greater your profits.

The more

## UPTON'S Jams, Jellies and Marmalades

you carry in stock, the more you sell. See that your stock never runs low.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, TORONTO,

SELLING AGENTS.

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## WESTERN ONTARIO DAIRYMEN.

(Continued from last week.)

THE second day opened with a morning session in Victoria Hall, where the annual Winter Cheese and Butter Fair was in progress. After ample time had been allowed for an inspection of exhibits and a comparison of the scoring cards, James Connolly, 1st vice president of the Association, took the chair and opened the proceedings by calling on John McKergow, one of the judges and a prominent exporter at Montreal, to present the judges' reports. After a careful examination of the cheese the judges awarded the trophy to Frank Boyes, of Kingsville, whose lot scored 98 points. Mr. Boyes also took the first prize for white September, with a score of 98 points.

The winners of the other first prizes were as follows: Colored September, 1st—Robert Cuddie, Woodstock, 98; white October, 1st—Mrs. Mary Morrison, Newry; colored October, 1st—S. P. Brown, 97½ points. Butter 56 lb., 1st—W. M. Waddell Kerwood, 98½; ten 1 lb. prints, 1st—Andrew Riddell, Hickson, 98.

### JUDGES' CRITICISM.

The judges found that many of the cheese submitted were sweet, fruity or badly off, and considering the favorable season of the year these were made this should not have been the case. Many of the lots were seamy or streaky in color. The texture and color of the bulk of the lots were satisfactory. An absence of cap cloths was noticed, and they recommended all factories to use a permanent cap cloth.

Of the butter the judges said: "We are pleased to record that we found the box butter a most creditable exhibit—some of it of a very high class. Some of the samples were unsalted, others salted 3 per cent., all suitable for the various markets. The objections we desire to point out are stable and other undesirable flavors. Many of the lots were poorly papered. We strongly recommend all makers to use the best quality of heavy pure vegetable parchment and double paper."

J. B. Muir and J. A. Ruddick, who were associated with Mr. McKergow as judges, also pointed out the defects or superior qualities of the various exhib-

A. T. Bell, in a practical paper, emphasized the value of uniformity in cheese, provided the quality is all right.

### PROF. RUDDICKS ADDRESS.

Professor Ruddick gave an interesting account of the results produced at the cool-curing rooms erected by the Dominion Department of Agriculture at Woodstock and Brockville, Ont., and Cowansville and St. Hyacinthe, Que. While advising caution in the adoption of the paraffining method, Professor Ruddick gave the results of experiments made with paraffined cheese and cheese that were not so treated in cool-curing and uncontrolled rooms. The shrinkage of paraffined cheese in the cool-curing room in one month was four ounces, and cheese not paraffined in the same room lost one pound eight ounces in the same period. In the uncontrolled room the loss was two pounds six ounces for paraffined cheese and three pounds four ounces for cheese that were not paraffined.

Mr. McKergow reported that he had exported large quantities of paraffined cheese, and had received only one complaint, and Professor Dean said the results he had obtained from paraffining corroborated Professor Ruddick's statements.

At the afternoon session George C. Creelman, Superintendent of Farmer's Institutes of Ontario, addressed the convention upon the objects of the system of model districts, which it is proposed to extend. Co-operation, and not coercion, should be the guiding feature of the method of dealing with the patrons of cheese factories and creameries.

### CO-OPERATIVE CHEESEMAKING.

Major Alvord, of Washington, before leaving the convention, gave an address upon co-operative cheesemaking. He traced the history of the co-operative system, commencing with the primitive methods of early centuries in the Jurah Mountains. At that early date the great difficulty arising from poor milk was experienced, and the recital of the legislation of four centuries and a half ago, designed to discipline the careless or dishonest milk producer, was listened to with interest.

### NECESSITY FOR IMPROVEMENTS.

R. M. Ballantyne asserted that the portion of Ontario west of Toronto produced the best cheese manufactured in the

Dominion, although he had to confess that some poor ones were also produced. He pointed out the great necessity for improving our cheese, making clear that an appreciation of one cent per pound in value meant an increase of \$2,000,000 in the revenue of the manufacturers. Mr. Ballantyne regarded the cool-curing of cheese as the greatest advance made in the science of cheesemaking for many years. He feared that the factorymen would not unite to erect cool-curing rooms, and advocated the advantage of having centrally located refrigerator stations at which cheese may be collected and held under proper conditions for export shipment. Companies would probably have to be organized for the purpose of erecting these refrigerators.

Professor Robertson disagreed slightly with Mr. Ballantyne, pointing out that the refrigerator was not a curing room, and the central refrigerators would not take the place of the curing room. The difficulty which presented itself was that the spoiling started when the cheese was only two days old, and once started was never arrested.

H. H. Dean, professor of dairying and husbandry at the Ontario Agricultural College, addressed the convention upon the subject of rennet, hot iron and acidimeter tests in cheese. He took exception to the hot iron test. Professor Dean said it was founded on accident, and was not based on truth or science, and must pass away. The acidimeter test, or so-called alkaline test, is based on scientific principles, which give exact results.

Professor Robertson alluded to the fact that three of the exhibits in cheese which presented the most handsome appearance on the shelves did not come within the winning class. The market, he pointed out, generally demanded the chalk shade, and the highest price was obtainable for that shade in the London market. Cleanliness had an influence upon flavor, and neglect of this essential or that of temperature would inevitably produce undesirable results. He objected to the application of the term "fruity" to the abominable smelling so-called

### "FRUITY CHEESE."

as a nuisance. The growth of our exports of butter to 523,000 packages, an increase of 16 times, under the influence of cold storage, demonstrated the advan-



**IRISH  
PROCESS  
CANADIAN  
BACON**



Registered Trade Mark Brand  
Found on all our Bacon and Hams.

"There is nothing too good for the Irish" has heretofore literally applied to the produce of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

**Hams and Bacon Unexcelled in the World.**

The fine flavor is preserved, and the nutritive qualities enhanced.

Do you handle it? If not, write

**The Farmers' Co-Operative Packing Co.  
of Brantford, Limited.**

Write for Price Lists.

When you have any

**BUTTER  
OR EGGS**

to offer, write or wire us.  
**We are buyers.**

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491.

Toronto.

**COOKED  
HAMS**

This can hardly be said to be the rush season for Cooked Meats, but a nice, lean Cooked Ham is desirable at all times and our trade for them is keeping up wonderfully. Have you ever kept them in stock for your customers? If not, we think you have missed a profitable line and shall be glad to put you right. Try them. Sent by express only.

**F. W. FEARMAN CO.**

(Limited)

**HAMILTON, ONT.**

**Our English Brawn**

**Twelve 5-lb. Tins  
in a Case.**

**Cooked and Ready  
for Slicing.**

Are you selling this line ?

If not, you are losing business.

It is positively a trade-winner and holder.

Do not delay ordering Sample Case.

**The Park, Blackwell Co.,**

**PORK PACKERS,**

LIMITED

**TORONTO, ONT.**

tage of the cool curing and storage of cheese. It had been proven conclusively that cheese should not be cured at a higher temperature than 60, and as low as 40 had been found very advantageous.

C. C. James, Deputy Minister of Agriculture for Ontario, explained that Hon. John Dryden was unable to be present owing to official duties which required his presence elsewhere. In a thoughtful address Mr. James drew attention to the importance of agriculture as a basic industry and made a strenuous plea for the emancipation of women from much of the drudgery of the farm.

John McKergow presented the challenge shield trophy given by the cheese buyers to Mr. Boyes, the winner.

TRANSPORTATION.

The remarks of A. F. McLaren, M.P., the last speaker, expressed the hope that Professor Robertson would continue in the work of providing cold storage, and that the factorymen would also join hands in order to attain this most desirable object. He urged a resumption of the efforts to obtain a reduction in the cost of transportation upon dairy products. The people of Great Britain were not free from blame for failing to provide the proper facilities for keeping the butter and cheese in good condition at the port of landing.

CREAMERY METHODS.

The third and last day was devoted to the buttermakers, and the whole of the forenoon session was taken up in the consideration of creamery methods. The tenor of the remarks of most of the speakers was not complimentary of the work done, and evidently there is much room for improvement in buttermaking. Arch. Smith, of the Strathroy Dairy School, and Professor Dean are both hopeful that the introduction of the pasteurizing process will result in better quality and longer keeping butter. A difficulty met with at present is the sour condition of the cream when it reaches the creamery. If not pasteurized the cream cannot be made into first class butter, and only the best grade will bear shipment to England.

BLAME AGENTS.

A. T. Bell, of Tavistock, blamed the agents, who were anxious to make sales of separators for misleading the farmers. These agents usually told the farmers that the machines needed little cleaning. The result was that the farmers neglected the daily washing and sour cream was common.

ENCOURAGEMENT TO INSTRUCTORS.

An address which has caused considerable comment among the delegates was delivered by Instructor George H. Barr. He emphatically declared that western factorymen and farmers would have to

give more encouragement and support to instructors if they expected to successfully compete against the makers of Eastern Ontario. In the east the Association had 10 instructors on the road, and they expected to put on 10 more in the near future. In the west there were but three.

The report of the nominating committee was printed and adopted. The officers recommended in the report were as follows:

Hon. President—Hon. Thos. Ballantyne, Stratford; hon. vice-president, Aaron Wenger, Ayton; president, James Connolly, Porter Hill; 1st vice-president, J. N. Paget, Canboro'; 2nd vice-president, Robert Johnson, St. Thomas; 3rd vice-president, T. B. Millar, London. District Representatives—District No. 7, John McQuicker, Owen Sound; District No. 8, John H. Scott, Culloden; District No. 10, Thomas Ballantyne, Stratford; District No. 11, W. K. McLeod, Vaneek; District No. 12, J. W. Steinhoff, Stratford; District No. 13, A. F. McLaren, M.P., Stratford. Auditors—J. A. Nelles, London; J. C. Hegler, Ingersoll. Representatives to the Industrial Exhibition, Toronto—A. F. McLaren, M.P., Stratford; J. N. Paget, Canboro'. Western Fair, London—T. B. Millar, London; John Brodie, Mapleton.

A hearty resolution of thanks was passed to the retiring president, Aaron Wenger, and he acknowledged it in suitable terms. James Connolly, the newly-elected president, expressed his thanks to the delegates for his election, and predicted continued success for the Association.

U. S. PROVISION TRADE.

CANADA, owing to her proximity, cannot easily ignore the United States market, so we have appended an article by Frank A. Ferris, in The American Grocer, which reads:

The provision business during 1902 was a disappointing one for sellers and a very irritating one for buyers. The destruction of one-third of the corn crop of 1901 by the scorching heat of August had a primary and secondary effect. The primary effect was to hasten into the market during the early fall and winter an abnormal proportion of growing pigs. This temporarily kept down their price and the price of the product. From this surplus the market did not begin to rally until after May of 1902. Then the unnaturally reduced receipts of hogs sent the prices 'kiting,' and it is probable that every packer and curer of pork did the work of the following six months at a loss.

When the corn crop of 1902 was assured as a generous one, directly the speculative element flew to the conclusion that a big corn crop meant a big pig crop and low prices, and pork and lard

were sold for January on that supposition. As the deliveries of hogs were abnormally large for the winter of 1901-1902, so they have been abnormally light thus far in the winter of 1902-1903. It is not supposed that the crop of growing pigs is short, but that the farmers are keeping them to feed a large percentage of the corn crop, which was too soft to grade well, but makes excellent feed.

A significant illustration of the result is that since November 20 there have been 2,500,000 less hams put into cure than for the last two months of 1901. As the ham and bacon stock went into consumption all through the past summer and fall as soon as it was ready, this fact will give one good reason why ham prices are very firm and the market shows no surplus.

The writer has no disposition to attempt the role of a prophet. Under ordinary circumstances it might be supposed that the deliveries of hogs during the months of 1903 would be increasingly generous and that this might tend to a lower range of values.

On the other hand, the stock of all those markets, foreign and domestic, supplied by American pork products is at the lowest limit. Labor is generally well and profitably employed and the very large consumption may be potent to counteract the otherwise natural tendency to lower prices.

The provision market has ceased to be one in which the outside speculator has any chances. Whichever side he gambles on, he is butting against a product held in hand by an enormously strong combination, which can depress or advance prices at will. It would seem as if this ought to discourage all outside speculators in the provision market on either side.

We append our customary table showing the average price of mess pork and lard for the year as compared with previous years:

Average 1902 .....	\$17.65	\$10.52
" 1901 .....	15.51	8.88
" 1900 .....	12.54	7.05
" 1899 .....	9.45	6.05
" 1898 .....	9.94	5.52
" 1897 .....	8.73	4.43
" 1896 .....	8.74	4.67

CATTLE HAD LUMPJAW.

Alexander Ferguson, a farmer residing near Brantford, Ont., was on January 22 fined \$40 for selling diseased meat for food. The magistrate found he had sold to local butchers two steers suffering from lumpjaw. A woodstock butcher said he had refused to purchase the cattle because they were diseased, and then the accused advised him to buy them, cut off their heads and run them down to Brantford. Ferguson denied this, and stated that a veterinary surgeon had pronounced the animals in good condition.

**KEEP IN MIND \_\_\_\_\_**

**Your Customer's Interest.**

Give him good goods. It pays. The quality of Sugar is easily detected. If your customer is pleased with the Sugar he is getting from you he is prepared to give you the benefit of the doubt on other goods.

# St. Lawrence Extra Granulated

is certainly the best Sugar on the market. And St. Lawrence Yellows are the best Yellow Sugars possible to be made.

---

**St. Lawrence Sugar Refining Co.**

**MONTREAL.**

 **Limited**

DAIRY PRODUCE AND PROVISIONS

The meat purchased by the Brantford dealers is now being inspected.

TO TEST EGGS.

An ingenious device has been constructed in Saxony whereby the age of eggs can be told almost to a day. It is based upon the principle that an egg plunged in water tends to rise with greater buoyance, according to its age; as the air space at the larger end of the egg increases as it grows older, on account of the evaporation of water from the white. The large end naturally turns uppermost when the egg is in the water.

The machine, if such it can be called, is a glass vessel, and on the back of it are lines at different angles, each marked with figures representing the age of an egg when it takes that particular angle in water. The vessel is filled with water or other harmless liquid, and in it the eggs are laid.

Each egg assumes a certain position, and inclines from the horizontal according to its age; the slant is compared with the lines on the glass, and the age read off from the particular line which is at the angle of the egg.

Fresh eggs lie horizontal according to this device; an egg from three to five days old makes an angle of 20 deg. with the horizon. When eight days old the angle becomes one of 45 deg.; at 14 days, 60 deg.; at three weeks, 75 deg., and after a month it becomes vertical, standing upright on the smaller end. A bad egg floats.

This method of testing the age of eggs was communicated to the Agricultural Society of Saxony, and it is claimed that with a little experience one can tell the age to a day.

DAIRY PRODUCE.

TORONTO.

**BUTTER**—There is very little change in the market, offerings are fairly plentiful and prices are only fractionally higher. We quote:

	Per lb.
Creamery prints	0 22 0 23
"    solids (fresh made)	0 22 0 22½
Old creamery	0 19 0 21
Dairy rolls, large	0 16 0 18
"    prints	0 18 0 20
"    tubs, selected	0 16 0 18

**CHEESE**—Dealers are feeling the lack of supply. Prices remain about the same at 13 to 13½c. per lb. There is almost no cheese for export although the foreign demand is very strong. Orders are constantly coming in, but there is too little stock even for home consumption.

MONTREAL.

**BUTTER**—The market is dull, with hardly any export trade doing. Dealers think

that business won't revive with the English market in the state it is at present. Finest creamery in fancy lots is ¼c. higher than last week. We quote:

	Per lb.
Finest creamery	0 21½ 0 22½
Dairy	0 16 0 18

**CHEESE**—The market is quiet with not much business being transacted. Stocks in Montreal are small and still in the hands of two men, who have realized 13½c., and they are not urging sales, although they might clear out all they have at 13's to 13½c. We quote:

	Per lb.
Finest	0 13½ 0 13½

THE PROVISION MARKETS.

TORONTO.

Deliveries were quite free last week. As we anticipated last week, hogs are cheaper, with the outlook that they will not again rise higher this season. Buyers refused hogs selling at \$7.50. Other dressed meat is also easier in almost all lines. We quote:

Dressed hogs, per cwt.	\$7 50	\$7 75
Beef, hind quarters	7 50	8 50
"    front quarters	5 00	6 00
"    choice carcasses	6 50	7 00
"    medium	5 50	6 00
"    common	5 00	5 50
Mutton	6 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

In provisions the market is firm. There have been no changes. Prices will probably leap higher. Spring trade is now appearing. Our quotations are as follows:

Long clear bacon, per lb.	\$0 10½	\$0 10½
Smoked breakfast bacon, per lb.	0 14	0 15
Roll bacon, per lb.	0 11½	0 12
Medium hams, per lb.	0 13	0 13½
Large hams, per lb.	0 12½	0 12½
Shoulder hams, per lb.	0 11	0 11½
Backs, per lb.	0 14½	0 15
Heavy mess pork, per bbl.	21 25	21 50
Short cut, per bbl.	23 00	23 50
Clear mess pork, per bbl.	19 00	19 00
Lard, tierces, per lb.	0 10½	0 11
"    tubs	0 11	0 11½
"    pails	0 11½	0 11½
"    compounds, per lb.	0 08½	0 10
Plate beef, per 200 lb. bbl.	15 00	15 00

MONTREAL.

Another drop of 50c. is reported in the price of American pork, and the market is quiet and easy. All lines of hog products are in only moderate demand this week, but, except in American pork, no quotable change has taken place, and the feeling is steady. Lard is in fair request. Bacon moves fairly well. On the London market a reduction of 1s. to 2s. was made in Canadian bacon, and in Liverpool and Manchester prices tend downwards. The trade in hams is quiet. We quote as follows:

Heavy Canadian short cut mess pork	\$24 50	\$25 00
Light Canadian short cut clear pork	23 50	24 00
Canadian short cut back pork	23 50	24 00
American short cut clear pork	24 00	24 00
American fat back pork	24 50	24 50
Hams, per lb.	12	14
Bacon, per lb.	14	15
Extra plate beef, per bbl.	14 50	15 00
Pure Canadian lard, per pail	2 27½	2 30
Fairbank's "Boer's Head" lard compound, 93c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	0 00½	0 00½
2½-lb. tin pails, over tierce	0 00½	0 00½
20-lb. wood pails	0 00½	0 00½
10-lb. tins	0 00½	0 00½
5-lb. tins	0 00½	0 00½
3-lb. tins	0 01	0 01
Snow White and Globe compound, per pail	\$1 80	\$1 9½
Cottolene, for 20 lb. pails	0 11½	0 11½
"    for 60-lb. tubs, for Que. and Ont.	0 11½	0 11½

Prices on dressed hogs have gone down again, receipts having considerably increased, and this week \$8.25 to \$8.50 is quoted per 100 lb. for jobbing lots; for carlots, \$8. In fresh-killed abattoir stock the price remains at \$9 per 100 lb. There is a moderate demand for small lots.

There has been no actual change in prices of dressed meats this week. The market has improved considerably and is now fairly active. Prices are firm. We quote:

No. 1 beef, hind quarters, per lb.	\$0 09	\$0 09½
"    fore quarters	0 07	0 08
Lower grades, hind quarters, per lb.	0 07	0 08
"    fore quarters	0 04	0 04½
Veal, per lb.	0 06	0 08
Lamb	0 07	0 08
Mutton	0 05½	0 06

ST. JOHN, N.B.

In barrelled pork, prices are rather higher. It looks like another season of high prices in all pork products. Sales are light, as they have been all through the season. While pure lard showed an easier feeling it would seem to be a passing movement, as the market seems a strong one. Barrelled beef is unchanged. In compound lard, the price is unchanged. Sales are good. Fresh beef is firmer. Domestic is not so freely offered. Lamb is higher, and best stock is not so plentiful. Some good veal is seen, and brings full price. Pork is rather firmer in price. We quote:

Mess pork, per bbl.	\$21 50	\$23 50
Clear pork	22 00	26 00
Plate beef	15 00	16 00
Mess beef	12 50	13 00
Domestic beef, per lb.	0 06	0 07
Western beef	0 08	0 09
Lamb	0 08	0 09
Mutton	0 06	0 07
Veal	0 07	0 09
Pork	0 08	0 08½
Lard, pure, tubs	0 12	0 12
"    pails	0 09½	0 09½
"    compound, tubs, per lb.	0 09½	0 09½
"    pails	0 09½	0 09½
"    Fairbank's refined, tubs, per lb.	0 10½	0 10½
"    "    pails	0 10½	0 10½

PROVISION NOTES.

THE Canadian Government is considering the advisability of taking action in regard to the business of renovating butter, which has been carried on in Canada now for a few years. Renovated butter is being exported to Great Britain, where Canada is endeavoring to establish a reputation for fancy goods of the highest quality. The product does not go as renovated butter, but simply as "butter."

Cohen & Richistains, butchers, Montreal, have registered.

Mad. Lalumiere & Cie., fish merchants, Montreal have registered.

Montiminy & Turcotte, provision and meat merchants, St. Henri de Montreal, have registered.

The Brantford Poultry and Pet Stock Association held its annual show from January 20 to 22. The competition was

THE CANADIAN GROCER

# VINEGAR

# VINEGAR

# VINEGAR

We are headquarters for selling the best quality of Vinegar at the lowest price.  
We offer you our trade mark,

## "A GUARANTEE OF PURITY"

"OWL" one star, 80 grains,

"OWL" two stars, 90 grains,

"OWL" three stars, 100 grains,

"OWL" four stars (Pure), 118 grains.

Put up in kegs, ½-barrels, barrels, hogsheads.

Order now, while you have the chance to secure a lot at very attractive prices.

If you are unable to take delivery at once, we will hold same for Spring shipment.

## "IT WILL COST YOU NOTHING"

We prepay freight to any Railway Station or Boat Point.

ASK FOR PRICES AND SAMPLES.  
WE ARE SELLERS.

WE HAVE THE STOCK.  
QUICK SHIPPERS

# L. CHAPUT, FILS & CIE

Wholesale Grocers,  
Importers Teas, Wines and Liquors.

Established in 1842.

 **Montreal.**

the keenest and the show a successful one.

There was a meeting of the Strathroy dairymen at the Strathroy Dairy School on January 27 and 28.

Joseph W. Jones, of Frankville, an extensive manufacturer of cheese, died on January 14 from anaemia.

The annual meeting of the Maple Grove Cheese and Butter Factory was held at Forest, Ont., on January 29.

The Wm. Davies Co., Limited, Toronto, pork packers, have opened branches in Brantford and Kingston, Ont.

The Island of Newfoundland is now in the grip of a severe cold wave, which it is expected will immensely improve the frozen herring industry.

Puddy Bros., Toronto, contemplate the erection of a pork packing establishment in Toronto Junction. A bonus has been offered them by the council.

The annual meeting of the Elora and Mornington Cheese and Butter Manufacturing Co. was held in the school house at Listowel on January 10.

Thomas Macadge, Toronto, formerly manager of Griffin's pork factory, was in St. Thomas, Ont., last week en route to Hot Springs and New Orleans.

T. Steele Williamson, the well-known wholesale produce merchant, of Montreal, returning from a sojourn of the Western States, recently spent a few days in Toronto.

The total receipts of The Fordwich Cheese and Butter Co. for the current year were \$16,490.23; total expenditure, \$16,427.93; balance on hand, January 9, 1903, \$62.30.

Vancouver Poultry and Pet Stock Association held its annual show from January 14 to 17. There were over 600 entries and the show was by far the largest and best of its kind ever held in the city.

There is a good demand on the London, Eng., market for Canadian cheese. It has advanced to 63s. per cwt. for choicest on the spot, while c.i.f. quotations are 64s. The stocks of cheese in the United Kingdom on December 31, 1902, were estimated at 321,000 boxes.

The meeting of the Farmers' and Dairy men's Association in the Opera House, Woodstock, Ont., on January 26, 27 and 28, was one of the most interesting meetings that the organization has yet held. F. W. Hodgson and Professor C. A. Zavitz were numbered among the many practical speakers.

Actual operations commenced at the Toronto Junction abattoir on January 21. The carcasses are immediately dissected, all bones removed and the meat put into pickle. F. H. Bintz says the meat, on its arrival at Hamburg, is sold to private dealers, and not to the German Commissariat Department.

Hon. Sidney Fisher is not very hopeful of being able to have the British embargo removed from Canada. He made no positive statement, but said that Mr. Hanbury had lately written the Government, saying that he was unable to extend the time which Canadian cattle can be kept on arrival before being slaughtered.

In the annual report of the Ontario Fairs and Exhibitions, Mr. Cowan, an Eastern Fair manager, is quoted as saying that the innovation of having expert judges from a distance visit the county fairs of the Ottawa district and judge the stock, has been so successful, that the different bodies interested are eager to have the system inaugurated in the other departments of the fair work.

The annual live stock conventions, usually held in Winnipeg during bonspiel week, will be held this year, February 17 to 27 inclusive. These conventions will be the first under the new management by which the three Associations, Horse Breeders, Cattle Breeders and Sheep and Swine Breeders, have a common, permanent secretary, G. H. Greig, who is also connected with the Central Live Stock Department at Ottawa.

Hector Delorme has been appointed Government live stock inspector for vessels sailing from Montreal. Mr. Delorme is the third son of L. Delorme, who at one time was one of the largest live stock exporters from Montreal, and the new inspector managed his father's business in Europe for seven years, and during the past three years has been employed by Eelson Bickerdike, the Government hay inspector.

The Kingston dairy convention was held at the Dairy School on January 22. There were meetings in the afternoon and evening. Edw. J. B. Pense presided over the meeting in the afternoon and D. D. Rogers, ex-M.P., the meeting in the evening. Hon. John Dryden, G. C. Creelman and Professor Ruddick were present. The second-named gave a lecture to the young men, advising them to remain on the farms. The professions were already too crowded.

The finest cheese is now selling for 13 to 13½c. per lb. The outlook is that there will be a great scarcity of cheese during the next three months. A break in the market is not expected before May. A few factories in Ontario are still making cheese. A great bulk of the Montreal cheese is being reserved for the British market. However, England herself cannot be supplied, as buyers from the other side of the Atlantic are present on the New York market.

Hon. John Dryden, Minister of Agriculture, and G. C. Creelman, Superintendent of Farmers' Institutes, returned to Toronto last Friday morning from King-

ston, where they attended a public meeting of the Kingston Dairy School, held in Queen's University the day previous. Addresses were delivered upon the occasion by G. C. Creelman, J. A. Ruddick and J. W. Mitchell. The Minister of Agriculture presented the Dairy School certificates to the successful pupils.

#### FEATURES OF TRADE IN MANITOBA,

**E.** NICHOLSON, wholesale commission merchant, Winnipeg, Man., was in Toronto a few days ago. He is making an extended trip in Canada and the United States, visiting, besides Toronto, Montreal, St. John, Halifax, Truro, New York, etc.

Speaking of business matters in the West, he said, that while the law in regard to the packing of apples was doing much good, there were still a good many packers who sent apples into Manitoba from Ontario in anything but a satisfactory condition. He regretted this, particularly in view of the fact that the United States is a strong competitor. He said that 50 lb. boxes of apples, which some jobbers are sending from Ontario, have been good sellers, and he urges that more attention be paid to that kind of package.

Speaking of Californian dried fruits, he said: "It is simply wonderful the large quantity of Californian dried fruits, such as apricots, peaches and prunes, which are now coming into Winnipeg. It is a significant fact that prunes, on account of their cheapness, are taking the place of beans in the lumbermen's camps. New Orleans molasses is gradually taking the place of Barbados molasses in Winnipeg, while corn syrups are taking the place of sugar syrups. We have now practically no sugar syrups coming from the United States. The sugar syrup we do get comes largely from the refineries on the Coast." He also said that the Manitoba market was now nearly altogether supplied with starch from the Canadian factories.

"What about canned tomatoes?" "The Canadian Grocer" asked.

"Well, practically all the tomatoes we are getting this season are from Baltimore, and we can lay them down at from 30 to 40c. lower than we could the Canadian article. The quality, as far as I am aware, is excellent."

Speaking of the oatmeal trade, Mr. Nicholson said that their supply in Manitoba was now nearly altogether from the home market, on account of the low price of oats prevailing in that Province. He said that one firm in Manitoba was now shipping rolled oats to Quebec and the Maritime Province points.

WE HAVE REDUCED THE PRICES OF OUR



# BROOMS

YOU CANNOT BUY  
BETTER BROOMS  
(THEY'RE NOT MADE)

THE KIND THAT "WEAR WELL AND SELL WELL."

Let Us Quote You  
ON A SIX-DOZEN  
LOT DELIVERED AT  
YOUR STATION.

**THE EBY, BLAIN CO., LIMITED GROCERS AND TEA IMPORTERS, TORONTO.**

## RETAIL GROCERS' SECTION, R. M. A

THE regular monthly meeting of the Grocers' Section of the Retail Merchants' Association of Canada, Toronto Branch, was held in their board room, Medical Building, on Monday evening, January 26, 1903, F. C. Higgins in the chair. There was a large and representative gathering of grocers present.

The report of the price restrictive committee was brought in by F. C. Higgins, and he stated that the manufacturers who had been interviewed, to adopt the price restrictive plan, had received it very favorably, and appointments were made for the consideration of the working out of the details with several soap manufacturers.

Very many compliments were paid to The Natural Food Company for the manner in which the price restrictive plan has been carried out by them.

The treasurer reported a substantial balance on hand after paying all expenses, and the chairman of the membership committee reported a membership of 261 members.

### STORE ADVERTISING SCHEME.

A report was brought in by a special committee appointed to consider the plan proposed by the Canadian Store Advertising Association, and the committee pointed out that the contracts submitted by The Store Advertising Company were: (1) A one-sided agreement; (2) That there was no option to discontinuance of the contracts; (3) There was no provision as to the character of the advertisements to be put up; (4) That the amount of 50 per cent. would be very small when divided among the members who went into it, or the amount would have to be very large that the manufacturers would have to pay.

They recommended that, before any further action should be taken in the matter, the manager of The Advertising Company be requested to appear before

the committee, and explain the objections raised, as the contracts, although they appeared to cover only 12 or 20 inches of the upper part of the wall, they really covered the inside and outside of the merchant's store, and the wording of the contract was such that the merchant would be forced to take down any signs not placed there by the company. The report was received, and instructions given to invite the manager to be present at the next meeting of the committee.

### THE PRICE OF SUGAR.

A report was also brought in by the committee, who acted jointly with a committee of the Grocers' Section of the Hamilton Branch, and who waited upon the members of the Dominion Wholesale Grocers' Guild, when they were in session. The object of the committee was to request the members of the Guild to assist them in bringing about better conditions for the sale of sugar, which is often in a very unsatisfactory and unprofitable state.

The members from Hamilton were: Messrs. Carpenter, Pebbles, Kirkpatrick and Hazle; the members of the Toronto committee were: Messrs. Higgins, Nettleton, Flewelling, Medland, Moyer, Good and Simpson.

The result of the interview was entirely satisfactory, and the committee recommended that petitions be sent out at once to all the grocers' sections and to all the grocers' associations throughout the Dominion, to obtain signatures to the same.

The committee's report was received and unanimously adopted. A sub-committee consisting of Messrs. Higgins, Moyer and the general secretary was then appointed to bring in a full statistical report of the sugar imported and manufactured in Canada.

The election of officers then took place and resulted as follows:

Chairman—F. C. Higgins, re-elected by acclamation.  
First Vice-Chairman—G. Good.  
Second Vice-Chairman—J. H. Walker.  
Treasurer—J. W. Nettleton,  
Secretary—M. Moyer.  
General Secretary—E. M. Trowen.

Upon motion of Mr. Good, seconded by Mr. Nettleton, it was decided to send delegates to the Provincial Convention, to be held in Hamilton on February 21 and 25.

Short addresses were then delivered by the retiring and incoming officers, and great satisfaction was shown by the members at the amount of practical work that had been done for the retail grocery trade during the past year.

The delegates of the Grocers' Section of the Hamilton Branch, when they visited Toronto last week, were royally entertained by Manager Wright, of The Surprise Soap Company, who was certainly surprised when they called upon him in a body.

### BRITISH COLUMBIAN TRADE.

H. DONKIN, commission broker, Victoria and Vancouver, originally of Toronto, is making an extended tour in Eastern Ontario in the interests of his firm. He has been in Victoria six years, during the last three of which he has been in business for himself as commission broker. He is now one of the leading brokers in British Columbia. The firms he has hitherto represented have been altogether United States firms, but he has concluded that there should be a greater opening in British Columbia for the products of eastern Canadian factories, and it is specially with the object of trying to form connections with these houses that he is now visiting the east.

To a representative of "The Canadian Grocer," he said, that while trade was quiet in British Columbia, there was some improvement, and he was enthusiastic as to the future of that Province when it emerged from its present quietness.

# Temper and Profits.

"A penny wise is a pound foolish"—sometimes. Better lose a penny or two of your profits than to lose a customer. When you're trying to stimulate a woman's interest it doesn't pay to irritate her temper. Let her find the articles you sell exactly as you represent them.

## Windsor Salt

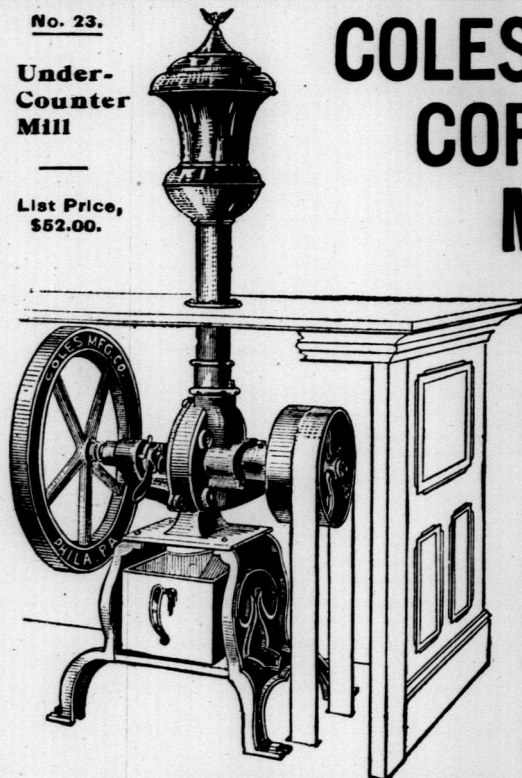
shows you a good profit, but the high quality of the Salt itself is not sacrificed to enable you to *make* that profit. A woman won't lose her temper when she buys Windsor Salt and opens the package at home, because the salt won't cake—there is no impurity in it—each separate crystal is a salt crystal pure and simple. *It is all salt!* Leading wholesalers sell it.

THE CANADIAN SALT CO., Limited,  
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A**



A successful grocer said to us the other day:

"Yes, we always keep well stocked with

## PATERSON'S CAMP COFFEE ESSENCE

as we find it sells well, gives entire satisfaction and we get a good profit out of it."

ROSE & LAFLAMME,  
Agents, Montreal.



Further comment is quite unnecessary.





President:  
**JOHN BAYNE MacLEAN,**  
Montreal.

**The MacLean Publishing Co.**  
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - 232 McGill Street.  
Telephone 1255.  
TORONTO - - - 10 Front Street East.  
Telephones 2701 and 2702.  
LONDON, ENG. - - 109 Fleet Street, E.C.  
W. H. Miln.  
MANCHESTER, ENG. - - 18 St. Ann Street.  
H. S. Ashburner.  
WINNIPEG - - - Western Canada Block.  
J. J. Roberts.  
LONDON, ONT. - - - Hiscox Building.  
Walter H. Lindsay.  
ST. JOHN, N.B. - - No. 3 Market Wharf.  
J. Hunter White.  
NEW YORK - Room 802 New York Life Bldg.  
W. T. Robson.

Subscription, Canada and United States, \$2.00.  
Great Britain and elsewhere - - 12s.

Published every Friday.

Cable Address { Adscript, London.  
Adscript, Canada.

**TORONTO UNIVERSITY AFFAIRS.**

QUITE a little interest has been excited by the article which appeared in last week's issue in regard to the unbusiness-like manner in which the affairs of Toronto University are conducted. And we are in receipt of letters from business men and others in regard thereto.

One correspondent, the head of a well-known manufacturing concern, asks whether the lecturers at the University are the best men to decide what students should be taught. If they are the proper kind of lecturers they should be; if not, they should be replaced by those who are. But here again is emphasized the necessity of a good governing body—a senate of men of business common sense as well as of cultivated attainments.

Another letter received is from one of the staff of the University, but it is not for publication. The writer takes strong exception to some details of our article, but admits that in the main they are correct. He says they certainly need a more business-like administration. He himself knows something about business affairs

**EDITORIAL**

and understands that a head of a concern should always be in close touch with the departmental staffs. At present, in Toronto University, they are going on pretty much as they please. They seldom ever have a general meeting of the staff or a much-needed discussion of college affairs.

While he admits we are correct in our criticisms, he hopes the matter will be allowed to drop for the present. They are appealing to the Government for money, which is very much needed. This criticism will tend, he fears, to defeat their application at a time when the Government is very favorable.

We do not agree with him. Now is the time to insist upon a more representative Senate—a Senate that will represent the interests of the Province not the clergy, doctors, lawyers, missionaries, dentists, etc. We are mostly agriculturalists, miners, manufacturers and merchants. The Province is able, and will gladly contribute double what she is doing now; but not until she knows she is getting practical returns for it. She will never feel satisfied until there is a different kind of Senate in control. She does not propose to spend more money until she is assured of a college to educate men for something besides the professions.

**CANADA EXPORTING TEA.**

A MONTREAL broker states that there has been some exporting of green tea from Canada to England, in spite of the light stocks and high prices here, as prices are even higher in England. A fairly large demand is also experienced in the United States from the same source, and if it should continue as heavy as at present, dealers will be puzzled to know what to do for stocks.

Another importer gives it as his opinion that we will be exporters of tea to the United States before the season is over.

Although this view is not endorsed by others in the trade, it is yet admitted that the condition of the United States tea market is such that before the next crop arrives they are likely to be drawing their supplies from all possible sources. Canada, should she have any tea whatever to export, would naturally be turned to among the first, and, as the Americans

**The Canadian Grocer**

can offer very tempting prices, this market would not take long to exhaust.

Buyers of tea who are holding off in expectation of lower prices should take these facts into account and make their position secure while they may.

**THE CURRANT SITUATION.**

AN interesting letter from Messrs. Hancock & Wood, reviewing the currant situation for the past year, has just come to hand from Patras. It shows that, between the dates, October 20 and January 1, the currant trade between Patras and all the markets of consumption was very inactive. Shipments barely exceeded 20,000 tons, an amount considerably below the average for that period in other years. This shortage was directly due to the heavy shipments prior to October 20, which exceeded those of 1901 for the same period by 15,000 tons.

A careful estimate of the stocks on hand in Greece goes to show that there are at present 43,500 tons remaining in the country. This is not merely the difference between the estimated crop and the exportation, but is a trustworthy and impartial estimate of the existing supplies.

At the opening of the currant season, retention receipts representing a weight of 2,500 tons of 1901 currants were in circulation, and since then 22,000 tons of 1902 currants have been deposited in retention stores and receipts issued; these two amounts at 20 per cent. cover an export of 122,500 tons, but quantity already shipped and stocks as above call for a total of 28,340 tons of retention receipts, so that 3,800 tons will have to be drawn from existing stock, leaving a total available for export of about 40,000 tons. Last season shipments from January 1 to end of July amounted to 33,000 tons and were, presumably, all consumed, as no market was unduly burdened with stocks at opening of season; it is, therefore, not unreasonable to conclude that there will be a ready outlet for quantity remaining in Greece during next six months, particularly when it is borne in mind that the fruit, generally, is fine and prices 40 per cent. cheaper this season.

In conclusion, the letter states that during the last few days of 1902 there was an improved demand and the market closed very firm.

## CANADA AND THE ALASKA BOUNDARY DISPUTE

THE announcement that there are to be no reservations in the Alaska boundary dispute is gratifying to Canadians. When it was first announced that Great Britain and the United States had agreed to submit the dispute to six jurists it was intimated, and particularly by The New York Sun and other American newspapers, that there was to be a reservation of the same points as was contended for by the representatives of the United States on the Joint High Commission of 1898, namely, that no question of occupation and sovereignty regarding these places in Alaskan territory in which the citizens of Russia in the first instance and those of the United States in the second instance had been in peaceful and undisputed occupation and exercise of sovereignty for more than 70 years, should be submitted to the jurists for consideration. Skagway and Dyea are the most important points in the reserved territory.

It was this position, taken by the representatives of the United States, that led to the indefinite adjournment of the Joint High Commission, with the understanding that the boundary question should be referred back to the respective Governments for further diplomatic negotiations. When, therefore, it was intimated in the first despatch that such places as Skagway and Dyea in the disputed territory were not to be submitted to the jurists, Canadians felt they had been compelled to eat the leek with all its attendant humiliating circumstances. While, however, the text of the treaty has not yet been made public, we are assured by Sir Wilfrid Laurier that there is no reserved points whatever, and that Skagway and Dyea will be accordingly in the territory upon which the six jurists are to adjudicate.

Canada is somewhat sensitive over international disputes of this kind. Possibly fearsome would be a better term. And it is because her experience in such matters has frequently been unpleasant. Being a British colony, she has the idea that she has more than once been sacrificed by the British plenipotentiaries in order to placate the United States. And she has good

reason for being possessed of this idea. We all remember Sir John Macdonald's experience of 1871, when he was in Washington associated with the British representatives, negotiating what afterwards became known as the Washington Treaty.

"I must say," wrote Sir John in a letter to Dr. (now Sir Charles) Tupper, "that I am greatly disappointed at the course taken by the British Commissioners. They seem to have only one thing in their minds—that is, to go home to England with a treaty in their pockets settling everything, no matter at what cost to Canada."

Unquestionably there has, within the last few years, been a marked change for the better in public feeling in Great Britain in regard to the importance of Canada. But it is also true that in Government circles the desire to court the favor of the United States is stronger than ever. This is a good thing as far as it goes. But we resent being the sacrificial lamb. Fortunately for Canada the board or court to which the disputed boundary line is to be submitted will be jurists—no doubt the best available—and not politicians.

There are some 30,000 square miles of territory in dispute, but even this is scarcely worth being held up as a source of international discord year in and year out. All that Canada wants is justice. If she gets this she will be satisfied which ever way the award goes.

### CONDITION OF OUR INDIANS.

THE annual report of the Department of Indian Affairs, which has just been issued, cannot but be considered as entirely satisfactory. The report reveals the fact that in every tribe the Indians of the Dominion of Canada are steadily advancing in morals, education and industry, while their education in sanitary precautions has, in spite of prevalent epidemics and consumption, brought them through the year with a net gain of 151.

The population this year through the addition of many non-treaty Indians is 108,112, an increase of 8,585 over last year. Their entire income is estimated at over \$4,000,000, of which \$1,200,000 was earned in wages; and the large increase of \$150,000 in this line shows the growing willingness of the Indian to work and provide for himself.

The small percentage engaged in agriculture own over \$500,000 worth of farm implements and vehicles, including 87 threshing machines, 391 reapers and 3,121 light driving vehicles.

In the care of live stock the Indian compares favorably with the ordinary farmer, and, since the Government has introduced thoroughbred cattle among them, great interest has been shown in the rearing of cattle, of which they own 35,000 head.

Every day evidence is given of the increasing interest in religion and education, and very fine buildings are being erected for these purposes. There are 283 schools, all but 41 of which are denominational. Twenty-two industrial institutions and 40 boarding-schools are included in this number, and the aggregate enrollment is 9,669. Thirty per cent. are Roman Catholics, while the Anglicans and Methodists claim about 14 and 11 per cent., respectively. Of the whole 108,000, only 12,000 are pagans, and the greater part of these are the new Indians admitted into the treaty.

With 283 schools, 247 churches, real and personal property valued at \$22,000,000, wage earnings of \$1,250,000, a total income of \$4,000,000, and increase of products and industries of almost \$200,000, the Indian bids fair to place himself, in a few years, where Government grants will be unnecessary, and the white man will have a worthy neighbor and competitor in his copper-colored brother.

All this is good for the business man, for the more civilized the Indians become, the more of the necessities of civilized life will they naturally require.

Is it possible, now that the bulls have again got control of the stock exchange, that we shall see speculators on the horns of a dilemma?

## WILL THE CANNED GOODS FACTORIES AMALGAMATE?

IT appears that the scheme upon which the canned goods packers in Ontario have been centreing their efforts for some time is gradually being worked into practical shape.

The idea is to form a joint-stock company which would buy up as many as possible of the existing factories and place them all under the control of one management.

Just what the capital stock will be has not yet been decided upon, but it is likely to be in the neighborhood of \$750,000.

So far 16 out of 32 packers in Ontario have given an option on their factories, and at the meeting of the Packers' Association in Toronto the other day a committee was appointed to negotiate with the factories that have not yet signified their willingness to fall into line.

The basis upon which the purchases are to be made is 50 per cent. in cash, and the remainder in stock; in fact, some of the factories, and among them, one largely concerned here, signified their willingness to take all the stock instead of part cash. Among those who have signified their intention to sell out to the proposed syndicate are some of the largest factories in Ontario, while the same can be said in regard to some of those who are standing out, but it is thought that the latter are merely awaiting further developments before coming to a final decision.

The committee which has the matter in hand will also make an effort to secure the co-operation of the packers in Quebec. So far we understand nothing has been done in regard to the packers in the Maritime Provinces, but the scheme, it is believed, is designed to eventually embrace all the packers of canned fruits and vegetables in Canada.

This scheme is one which we urged upon the packers some years ago, and appears to be the most feasible of any that has yet been undertaken by the Association. Certainly none of the schemes which have hitherto been devised have operated more than a year, and some of them a great deal less.

A joint stock affair with nearly all the canneries under one management, and, of course, an able management, would be in a much better position to cater, not only for the home trade, but for the export trade as well, and it is in this latter respect that the future of the canned goods trade largely depends for further development.

While a syndicate will not mean the total abolition of competition, it is a well-known fact that one large concern is in a much better position, owing to the reduced percentage of the cost of doing business, than a number of small concerns which are consistently trying to cut each other's throats. Should the present effort prove successful, and an incorporated company be formed, the next thing would be the appointment of capable officers, for it will be upon them the success of the enterprise will depend.

### WEAKNESS IN SUGAR,

WILLETT & GRAY'S Daily Sugar Trade Journal for Tuesday explains the situation in raw sugar in plain terms. It admits that the time has come when it is extremely difficult to do any business in raw sugar except at continued concessions.

Two or three influences have united to produce this state of affairs. First comes the natural cause. The Cuban planters have been making their crop very rapidly, and so much stock has accumulated that difficulty has been experienced in securing sufficient room to store it. The result has been the offering for sale of a much larger quantity of sugar than refiners are prepared to take and care for.

Add to this natural cause a political cause, and the two together lead to a serious result. The passage of the reciprocity treaty was considered almost a certainty this month. The Cuban planter delayed selling until that event should occur. As the passing of the treaty this month appears out of the question, the planter is anxious to turn part of his stock at least into ready money. He is consequently making free offers of sugars for

shipment at 2 1-16c. cost and freight, equal to 3 3/4 c. for 96 deg. test, duty paid, without finding buyers. "It is quite likely," says Willett & Gray's Journal, "that, if refiners offer 2c. cost and freight for any considerable amount the offers would be accepted, the trend being decidedly in the downward direction to the extent of 1-16c., and possibly of 1/8c. decline, before the bottom is reached."

### RED TAPE OR THOUGHTLESSNESS?

MR. JARVIS, secretary of the Toronto Board of Trade, is in receipt of a letter from a Canadian exporter complaining bitterly of the delay in getting documents from the subsidized South-African Line sailing from Montreal.

It appears that this line issues four bills of lading for each consignment, but gives only two to the consignor, at the same time stipulating on the face of each bill that when one is accomplished the others are null and void.

As the banks handle the documents, they must have all negotiable bills of lading issued by the steamship company, but, as two of these are retained by the company, the bank, of course, refuses to recognize the other two. At the same time, there is a fine imposed on goods landing in South Africa before the documents.

The firm in question shipped a consignment on the first steamer, and were only enabled to get their documents through the bank (and that in unsatisfactory form) after several telegrams sent to the steamship company brought a letter which the bank consented to recognize. The same difficulty is being experienced on the Elder-Dempster steamer which recently sailed. A telegram sent to them to forward all the bills of lading has, so far, brought only the answer that two bills are sufficient for the consignor.

The fine imposed in South Africa makes the delay in the receipt of the documents a very serious matter, and exporters cannot, under such circumstances, be blamed for ignoring our own shipping facilities and consigning goods via New York instead of Montreal.

The firm in question has of necessity decided to use the New York route entirely until some more satisfactory and less irritating methods are adopted on the Canadian routes. They feel as strongly as anyone that if proper facilities were afforded the Canadian steamship service should be patronized, but they contend they are unable to do so under present conditions.

**“The man with ancient ideas”** who says I  
“can’t” sell a packet tea “can’t” because he “can’t”  
make himself believe that he can . . . . But one little  
experiment with an assorted sample case of  
**“SALADA”** Ceylon Teas completely upsets  
the “can’t” theories.

Many a dealer has found this out to his pleasure and profit.

**“Just as”** Ceylon Black Teas have displaced China Congous

**“So is”** Ceylon Green displacing Japans.

### A one cent Postal Inquiry Investment

Will bring you dollars worth of information in return.

Address **“SALADA,”** Toronto or Montreal.



Have **YOU** bought the

## **Old Reliable?**

For sale by every wholesale  
grocer from the Atlantic to  
the Pacific.

Packed only from the finest Red  
Sockeye Salmon.

**EVERY CAN GUARANTEED.**

## **LILY WHITE GLOSS STARCH**



**Our New  
6-lb. Tin  
is a  
Beauty**

Add a case to your next 10-box Order.

**The Brantford Starch Works,**  
LIMITED,  
**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, January 29, 1903.

### GROCERIES.

LOCAL conditions continue fairly quiet. There is little or no extra activity in any line. Sugars are slow with prices remaining fairly steady. A little more activity in teas is noted. Canned corn and peas are in slightly better demand at firm prices. The coffee market is featureless and decidedly weak. Rice is firm and the mills are refusing orders for futures. The demand for dried fruits is under the average, owing to the plentiful supply of green apples.

### CANNED GOODS.

Corn and peas are beginning to move out in round lots, indicating depletion in grocers' stocks. Several large sales were reported during the week. Peas are very firm at 90c. with apparent indication that the price will soar around 95c. shortly. Some local houses will not quote under that price now. Business in salmon is very quiet, being between seasons. Stocks, however, are pretty well sorted up. We quote:

Apples, 3s.	0 90	1 00
gallons	2 20	2 25
Asparagus	2 20	3 00
Beets	0 70	0 95
Blackberries, 2s.	1 50	1 70
Blueberries, 2s.	1 00	1 25
Beans, 2s.	0 85	0 85
Corn, 2s.	0 90	1 00
Cherries, red, pitted, 2s.	2 00	2 10
white	2 30	2 50
Peas, 2s.	0 90	1 00
sifted	1 00	1 10
extra sifted	1 25	1 30
Peas, Bartlett's, 2s.	1 25	1 50
3s.	1 75	3 00
Pineapples, 2s.	2 25	2 50
3s.	2 25	2 60
Peaches, 2s.	1 65	1 90
3s.	2 50	2 75
Plums, green gages, 2s.	1 10	1 25
Lombard	1 00	1 00
Dumson, blue	1 00	1 00
Pumpkins, 3s.	0 95	0 95
gallon	2 65	2 65
Rhubarb	2 10	2 25
Raspberries, 2s.	1 40	1 65
Strawberries, 2s.	1 50	1 75
Succotash, 2s.	0 90	1 00
Tomatoes, 3s.	1 65	1 65
Lobster, tails	3 25	3 70
1 lb. flats	3 50	3 70
1 lb. flats	1 75	1 80
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 50	1 80
Northern	1 40	1 45
Horseshoe	1 50	1 80
Cohoos	1 05	1 15
Chums	0 95	1 00
Sardines, Albert, 1s.	0 14	0 16
1s.	0 20	0 23
Sportsman	0 14	0 14
key opener	0 13	0 13
P. & C., 1s.	0 25	0 27
1s.	0 35	0 38
Domestic, 1s.	0 04	0 41
1s.	0 09	0 11
Mustard, 1 size, cases 50 tins, per 100.	8 00	9 00
Haddies	1 00	1 10
Kipperd herrings	1 00	1 55
Herrings in tomato sauce	1 00	1 70

### CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
2-lb. "	2 75	3 00
6-lb. "	8 25	8 25
14-lb. "	19 50	19 50
Mixed callops, 2-lb. can	2 60	2 60
Lunch tongue, 1-lb.	3 00	3 00
2-lb.	7 00	7 00
English brawn, 2-lb.	2 45	2 45
Camp sausage, 1-lb.	2 50	2 50
2-lb.	4 00	4 00

Soups, assorted, 1-lb.	1 50	
2-lb.	2 20	
Soups and Boull, 2-lb.	1 80	
6-lb.	4 50	
Sliced smoked beef, 1/2s.	1 60	1 70
1s.	2 80	2 95

### COFFEES.

Very little business is being transacted in coffees and the market is weak. Prices are low. European cable advices report steadier markets, and offers from Rio and Santos are on a slightly higher basis. The movement of the Santos crop continues large for this season of the year, tending to offset the firmer advices of the New York market. We quote:

	Per lb.	
Green Rios, No. 7	0 07 1/2	
No. 6	0 07 1/2	
No. 5	0 08 1/2	
No. 4	0 08 1/2	
No. 3	0 09 1/2	
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09 1/2	0 10 1/2
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Gatemala	0 22	0 25
Jamaica	0 15	0 20
Mara abio	0 13	0 18

### RICE AND TAPIOCA.

The market continues firm without change. It is understood that The Montreal Milling Company have notified their customers that they cannot at present take any orders for futures. New York advices indicate that a very fair distributing business is being carried on with prices firmly maintained. Offerings from the South are reported only moderate. We quote:

	Per lb.	Per lb.		
Rice, stand B.	0 03 1/2	Sago	0 03 1/2	0 04
Patna	0 04 1/2	0 05	Tapioca	0 03 1/2
Japan	0 05 1/2	0 06		

### SPICES.

There is nothing special to report about spices. The demand is fairly good for this time of the year. London cable advices show a firm and higher market for pepper, due to the lateness and uncertainty of the coming Singapore crop. New York business in the pepper market is active, stocks having become exhausted. Nutmegs are also firm and active in New York. We quote:

	Per lb.	Per lb.			
Peppers, blk.	0 18	0 19	Cloves, whole	0 14	0 35
white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

### SUGAR.

As we went to press last week a further decline of 1-32c. for raw sugar established the price on the basis of 3 13 16c., at which price several large parcels changed hands. Fully 80,000 bags of Cuban sugar were taken by American refiners.

Since then a further decline of 1-32c. took effect and 96 deg. test centrifugal is now quoted at 3 1/2c., duty paid, New York, with the market steady on this basis.

Beet sugars have made several fluctuations for the week, ending at 1 1/4d. from the former figure and being now quoted at 7s. 10 1/2d. f.o.b., Hamburg. Thus far the weakness has not affected the prices of refined, but the tone is easier and American refiners have extended their guarantees without, however, apparently stimulating buying.

Local quotations remain unchanged and the market can be called steady, as prices here are considerably below import price of American sugar. The demand is abnormally slow, even for this ordinarily dull month. With light stocks in hands of retailers the demand should soon improve, and there is nothing to indicate that local quotations will suffer from weakness in outside markets. We quote:

Paris lumps, in 50-lb. boxes	4 53
in 100-lb.	4 43
St. Lawrence granulated	3 88
Redpath's granulated	3 88
Acadia granulated	3 83
Maple Leaf granulated (Berlin)	3 88
Crystal (Wallaceburg)	3 88
Beaver	3 88
Imperial	3 88
Phoenix	3 78
Cream	3 63
Bright coffee	3 63
Bright yellow	3 58
No. 3 yellow	3 53
No. 2	3 33
No. 1	3 23
Extra ground icing (bbbls)	3 23
Powdered (bbbls)	3 23

### SYRUPS AND MOLASSES.

Syrups and molasses are selling freely, but there is no change in price to report. There is an inclination on the part of sellers of New Orleans molasses to shade prices, a move which is likely to stimulate buying. The New York market for syrups is quiet and featureless. We quote:

Syrups		
Dark	0 30	0 32
Medium	0 35	0 37
Bright	0 35	0 37
Corn syrup, 1 bbl., per lb.	0 03	0 03
1 bbls.	0 03	0 03
ke.s.	0 03	0 03
3 gal. pails, each	1 40	1 40
2 gal.	1 10	1 10
Honey	0 40	0 40
25 lb. pails	1 10	1 10
35 lb. pails	1 40	1 40
Molasses		
New Orleans, medium	0 25	0 30
open kettle	0 40	0 50
Barbados	0 32	0 32
Porto Rico	0 38	0 42

### TEAS.

This week we report a better business in all kinds of teas locally. Prices are unchanged, but jobbers generally, are beginning to sort up and are picking up teas that show good value. This is especially the case with regard to Ceylon greens, which are at present showing excellent value.

For the week ending January 16, reports from London indicate comparatively heavy sales on the market there. The result was slacker bidding and large withdrawals. At the same time the large offerings in Calcutta tended to reduce com-



Established 1869.

**A. GIBB & CO.**

**BUTTER, CHEESE, EGGS, HAMS,  
BACON, LARD, JAMS, ETC.**

Consignments solicited. Prompt returns.

83 COLBORNE ST., TORONTO

**POULTRY.** Our demand is good. Shipments sent to us will bring you good prices.

DAIRY and CREAMERY **BUTTER,** HANDLED  
**Eggs, Honey, etc.** PROMPTLY.

Shipments solicited. Correspondence invited.

**SMITH & CARMICHAEL**  
70 COLBORNE ST., TORONTO.

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**  
... Limited.  
70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**  
— WE ARE —  
**BUYERS and SELLERS**

Correspondence solicited from ONTARIO  
MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**  
Wholesale Produce Merchants,  
TORONTO.

The  
**DAWSON** Commission  
Co., Limited

**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.**

Cor. Market and  
Colborne Streets, TORONTO

**January Staples!**

PRUNES,  
APRICOTS,  
PEACHES,

*Evaporated.*

We have them. The Best only.  
Get Samples and Prices.

**CLEMES BROS.,**  
TORONTO.

**THE MARKETS**

Trout, per lb.	0 07	0 08
Pike	0 07	0 05
British-Columbian salmon, per lb.	0 09	0 10
Whitefish, per lb.	0 07	0 07½
Mackerel	0 15	0 20
No 1 Smelts	0 07	0 08
Extra smelts	0 13	0 15
Halibut	0 69	0 10
Live lobsters		0 25
Oysters, in small pails (3-wine gals.)	4 05	4 80
large	6 75	7 50
Smoked ciscoes, per basket		1 25
Digby herring, per bundle		0 65
Finnan haddies, in 15-lb. boxes	0 07	0 08
Codfish, 25-lb. boxes	4 50	1 80
2 doz. box		0 05½
Quail on toast, per lb., in boxes		0 04½
Boneless cod		0 45
Kippered herring, per case of 4 doz. tins		4 00
Labrador herring, in ½-bbls.		3 00
Lake herring		4 00
Salt sea salmon, per 100 lb.	8 00	10 00
mackerel, per kit		2 00
Lake herring, frozen		4 00
Sea	1 50	2 00
Bloaters, Yarmouth, per 100	2 00	2 50

**GRAIN, FLOUR AND BREAKFAST FOODS.**

**GRAIN.**—No change from last week. The market is fairly good. We quote:

Red wheat, per bushel	0 70	0 72
White wheat	0 70	0 72
Barley	0 40	0 45
Oats		0 35
Peas		0 76
Buckwheat		0 52
Rye, per bushel, (on track, Toronto)		0 50

**FLOUR.**—No change. We quote:

Ontario patents, in bags	3 35	3 65
Hungarian patents	4 10	4 20
Manitoba bakers	3 75	3 90
Straight roller, per bbl.	3 40	3 50

**BREAKFAST FOODS.**—The reports are of a fairly steady market for this season of the year. We quote:

Oatmeal, standard and granulated, carlots, on track		4 30
Rolled oats, standard, carlots, per bbl., in bags		4 10
"    "    "    "    in wood		4 25
"    "    "    "    for broken lots		4 35
Rolled wheat, per 100-lb. bbl.		2 25
Commeal		3 80
Split peas		4 75
Pot barley in bags		4 00
"    "    "    in wood		4 15
Swiss food, per case		2 88

**HIDES, SKINS AND WOOL.**

**HIDES.**—There is a good supply and no change in the market. We quote:

No. 1 green, per lb.	0 07½	0 06½
" 2 " " " "	0 06½	0 05
" 1 " steers, per lb.	0 08	0 07
" 2 " " " "	0 07	0 06
Cured, per lb.	0 08½	0 08

**CALFSKINS.** We quote:

Veal skins, No. 1, 6 to 14 lb. inclusive	0 10	0 08
" " " " " "	0 08	0 09
" " " " " "	0 09	0 07
Deacons (dairies), each	0 60	0 70

**SHEEPSKINS.** Fairly good supply. We quote 80 to 90c.

**WOOL.** The increase in the foreign markets of 5 per cent. will affect us in the spring, but as yet the prices are the same. We quote:

Unwashed wool, per lb.	0 08	0 08½
Fleece wool		0 15
Pulled wools, super, per lb.	0 15	0 16
"    "    "    extra	0 12	0 20

**TALLOW.**—Tallow is very scarce. We quote:

Tallow, per lb. (on track, Toronto)	0 05½	0 06
(out of store)	0 06½	0 06½

**SEEDS.**

There is a very active market at present in red clover. Owing to the strong export demand in red clover and timothy, prices have materially advanced. We quote:

Alsike, aboard at outside points, per bush.	6 00	7 25
Red clover	6 50	7 25
Timothy	1 75	2 25

The  
Canadian Grocer

**CANADIAN MEATS  
CHEESE and BUTTER.**

Consignments handled in—  
**London, Liverpool, Glasgow,**

or sold c&f freight and insurance.

**WHITELEY, MUIR & CO.,**

Head Office, 15 Victoria Street.  
**LIVERPOOL, - ENGLAND.**

**St. Arnaud & Clement,**  
Wholesale Provision Merchants,  
**BUTTER, CHEESE, EGGS,  
POULTRY and DRESSED HOGS.**  
10 Place d'Youville, - MONTREAL.

**H. J. ASH**  
**WHOLESALE FRUIT and PRODUCE  
COMMISSION MERCHANT.**  
**BANANAS, ORANGES, LEMONS,  
MALAGA GRAPES, NUTS, ETC.**  
66 Colborne Street, - TORONTO.

**WILLARD & CO.**  
Wholesale Produce and Commission  
Merchants.  
Consignments Solicited of  
**BUTTER, EGGS, POULTRY**  
and all kinds of Produce Prompt returns.  
86 Front St. E., - TORONTO.

Winnipeg Brokers.

**M. B. STEELE**  
Wholesale Commission Merchant  
and Broker.  
Correspondence and Agencies Solicited.  
Stovel Building - WINNIPEG, CANADA  
P.O. Box 731.

**E. NICHOLSON**  
Wholesale  
Commission Merchant  
and Broker.

Correspondence Solicited from  
Manufacturers and Shippers.

**WINNIPEG, MAN.**





3,000 25-lb. Pails, **Redpath's Make,** Bright, Fine Flavor.

Cane Sugar Syrup, "CYCLONE" Brand, - - - 85c. per pail.

In lots of 10 pails or over, freight prepaid to any Railway Station in Ontario, Quebec, and Maritime Provinces.

**From The Willamette Valley Prune Association of Salem, Oregon:**

Now En Route, OUR TENTH CARLOAD of 30,000 lb., 1902 CROP "PHEASANT" Brand Fancy Evaporated Prunes and consisting of:

**600**—50-lb. boxes French 110/120's, - - - at 4c. per lb.

**ONE CARLOAD** received and **ONE CARLOAD** on the way, each **500 CASES.**

Canadian Sardines,  $\frac{1}{4}$  tins, "BRUNSWICK" Brand, per case of 100, \$3.15

O'LEARY'S "JUBILEE" Brand 2-lb. Canned Blueberries, - - - 1.15 per doz.

**500** Barrels Choice Bright Barbados Grocery Raw Sugar, - - - .03 $\frac{1}{4}$

COMADRE FIGS—Tapnets reputed 15 kilos or 33 lbs., - - - 1.15 per tapnet

FINE HALLOWEE DATES, - - - .04 $\frac{1}{2}$

VALENCIA RAISINS, 28-lb. boxes, FINE OFF STALK:

Pallares, - - - .07

Arguimbau, - - - .07 $\frac{1}{4}$

Trenor "Blue Eagle," - - - .07 $\frac{1}{2}$

SELECTED:

Ferchen, - - - .07 $\frac{1}{2}$

Trenor "Blue Eagle," - - - .08

FOUR-CROWN LAYERS:

Pallares, - - - .08

Trenor "Blue Eagle," - - - .08 $\frac{1}{2}$

**HUDON, HEBERT & CIE,**

IMPORTING WHOLESALE GROCERS and WINE MERCHANTS,

**MONTREAL.**

ONE OF THE MOST LIBERALLY MANAGED FIRMS IN CANADA.



## THE MARKETS

The  
Canadian Grocer

### NEW BRUNSWICK MARKETS.

St. John, N.B., January 26, 1903.

**B**USINESS is beginning to improve. This is, however, the quiet month of the year. In markets, there is nothing of particular interest, except it be the increased price of cream of tartar, which is unusual at this season. The stock, both here and to arrive, is very light. Hops are very high, being over 100 per cent. above the price in the early fall. Sales here, however, are not large. Rice is rather firmer. In spices, cloves and peppers are much firmer. Ginger and nutmegs are quite low. Canary seed is very high. Stocks held are light. Flour is very firm and higher prices are quoted.

**OIL.**—The high price of burning oil is still a feature. The sale is large, though the season of largest demand is over. In lubricating oil dealers are very busy booking spring business. The market is a very firm one. In linseeds, while spot market is rather lower, the outside market is higher. The very low prices at which much of the spring business was booked is a thing of the past. Turpentine is higher and very firm.

**SALT.**—In Liverpool coarse salt the market is very firm and higher spot prices will rule. Our market is just beginning to feel the effect of the higher price on the other side. There are fair stocks. Some English fine salt of extra grade is being imported to be packed in wooden boxes. This is because of the high price of Canadian box salt. We quote: Liverpool coarse, 55 to 60c.; English factory filled, 95c. to \$1; Canadian fine, \$1.10 per bag; cheese and butter salt, bulk, \$2.25 to \$2.35 per bbl.; 5-lb. bags, \$3.10 per bbl.; 10-lb. bags, \$2.85 per bbl.; 20-lb. wood boxes, 25c. each; 10-lb. wood boxes, 15c. each; cartons, \$1.90 to \$2 per case; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS.**—Tomatoes sell very slowly. The American market is rather higher. The extreme price very much affects the sale. Corn and peas are held in demand, and the prices tend upward. In fruits the market is unchanged. Blueberries are scarce. Gallon apples are a good stock. Salmon are firmly held and quite a good stock is here. Oysters are higher and firm. Lobsters have a very light sale. In meats, there begins to be some interest. Domestic sardines, haddies and herring are still offered at even prices.

**GREEN FRUITS.**—The business is chiefly confined to apples, oranges and lemons. In apples, Canadian Northern Soies hold first place, and prices are higher. American Baldwins are offered. The quality is fair. Nova Scotian stock has a limited sale. Quality and quantity have not been up to the usual standard. In oranges, Jambicas are freely offered. They are cheap and splendid fruit. Floridas are little sold. Californians are in light demand with prices high. Valencias are improving in quality and show an improved sale, but the prices are low. Lemons are still low and sell freely. In Malaga grapes only a fair business is being done. Cranberries are little seen.

**DRIED FRUITS.**—Spot business is very light. Californian and Malaga raisins are good stock. Seeded are much higher on the Coast than before Christmas, and will be higher. Choice are very scarce. Prunes are higher. A fair stock is held. Local prices are below the market. Sellers

will shortly wake up to find they have made a mistake. Dates are higher with a fair sale. Apricots and peaches are dull. In currants, the market is firmer. The local market is being supplied from New York. Evaporated apples have been bought at low prices, but the market is higher. Onions are very dull.

**DAIRY PRODUCE.**—In eggs prices are unchanged. Attention has to be given to quality. Extra fresh command high prices. In butter the market seems easier. The supply is good. There is a good sale for best stock at full figures. Cheese is higher and stock is light. Small cheese have the demand.

**SUGAR.**—The market continues to disappoint holders. Carrying expenses are beginning to count on stocks held. The market is firmer, but the advance comes slowly. Quite a little foreign granulated is held.

**MOLASSES.**—The stocks here are not large. They are chiefly Porto Rico. The holders are not pushing sales, feeling the market is a firm one.

**FISH.**—In fresh fish, the supply continues light. Some few frozen herring are received, which are held at full figures. Finnan haddies, in which a large business is done at this season, are scarce and dull prices rule. Smelt fishing in the north has not been as good as usual. Smoked herring held at high prices, and the supply is light. In pickled fish the market is dull. We quote: Dry cod, \$3.25 to \$3.50; dry pollock, \$1.70 to \$1.75; smoked herring, 11 to 12c.; pickled herring, \$1.75 to \$2 per half barrel; finnan haddies, 5½ to 5½c.; boneless fish, 4 to 5c.; fresh cod and haddock, 2½ to 3c.; fresh herring, 85c. per 100.

**FLOUR, FEED AND MEAL.**—In flour, the market is very firm. Manitobas are quoted higher, and some Ontario mills are up, though a less amount. There is a good sale. Oats and oatmeal are firmly held. Feed is rather higher. It is difficult to get the price. Cornmeal is unchanged. Beans are rather higher. Some French beans, in bags, have been sold here this week. Our quotations are as follows: Manitoba flour, \$5.00 to \$5.10; Ontario, \$4.10 to \$4.35; oatmeal, \$1.50 to \$1.60; cornmeal, \$2.90 to \$3.05; middlings, in small lots, \$2.5 to \$2.8; oats, 40 to 41c.; handpicked beans, \$2.35 to \$2.40; prime, \$2.25 to \$2.30; yellow eye beans, \$2.80 to \$3; split peas, \$5.00 to \$5.25; barley, \$4.25 to \$4.30; hay, \$9 to \$10.

#### NOTES.

Bowman & Cole are offering a fine grade of imported granulated sugar.

C. D. Trueman handled a car of western eggs in a few days last week, perhaps the largest sale ever made by a St. John house.

F. B. Schofield, of Jones & Schofield, and W. U. Cross, of Hall & Fairweather, Limited, have been in Toronto attending the Dominion Wholesale Grocers' Guild.

The Chatham, N.B., Board of Trade have elected the following officers: Lieutenant-Governor J. B. Snowball, president; W. S. Loggie, vice-president; Jas. Nicol, secretary; V. A. Danville, treasurer.

Our trade are very conservative about their flour, particularly Manitoba grades. The position gained by "Buffalo" brand, introduced but a short time ago by J. A. Filton, representing The Flavell Milling Co., is a conclusive proof of its superior quality.

### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

#### FOR SALE OR RENT.

GENERAL STORE AND CONTENTS, Grain Warehouse, on R. R. siding, weigh scales. Post Office. Mail contract. No opposition.—FREEMAN BROS., Freeman. (6)

## TOMATO

PULP FOR SALE

5 000 gallons in quantities to suit. All Stock.

Address "TOMATO,"  
Care of CANADIAN GROCER, Montreal.

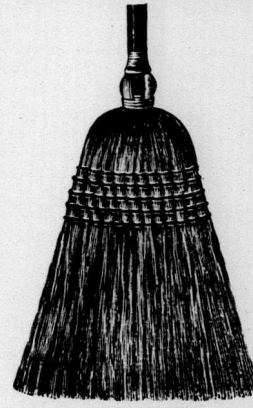
## BERLIN BRUSH CO.

WATERLOO.

Manufacturers of

Fine Whisks,  
Brooms, and  
Brushes.

We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.



The  
Sort of  
Goods  
to  
Push

are those  
that give the  
best satisfaction  
and a legitimate  
profit.

That's why  
you see

CLARK'S  
MEATS

Everywhere.



### NOVA SCOTIA MARKETS.

Halifax, January 26, 1903.

THE wholesale grocery trade has been very slack during the last week, the extremely cold and stormy weather prevailing having tended to decrease business. The retail trade was fairly good, but not above the average at this season of the year. The only notable change in the market is the advance of American pork, variously quoted as from \$1.25 to \$1.50 per barrel. There is, however, very little dealing in pork at present. Considerable pork is put up by local firms, and The Dominion Packing Company's larger output will help to supply the market, so that not a great deal of American will be bought by the wholesalers or jobbers at present.

The Halifax Board of Trade held its annual meeting on January 20, when President Campbell gave an exhaustive review of the trade of Halifax in all lines for the past year. The report notes the following general conditions: "It is again our good fortune to record a year of unexampled prosperity in Nova Scotia. Our farmers have again been favored with a bountiful harvest, and good markets have generally prevailed for agricultural products. The one exception was the partial failure of the apple crop in the Annapolis Valley. Our dairy products continue to improve in quality, and the output steadily increases. Our lumbermen have had an exceedingly prosperous year. Failures have been less numerous than for several years. The interests identified with the catching, marketing and exporting of fish have, on the whole, shared in the prosperity which has been so general throughout the Province."

President Campbell thus reports the grocery trade: "The history of the wholesale grocery trade for 1902 may be recorded as a continuation of the happy conditions prevailing during the preceding year, with a largely increased volume of business, from which, fairly satisfactory results may be claimed. The sanguine expectations at the beginning of the year may be said to have been realized. In common, with allied branches, the grocery business has participated in the marvelous impetus of trade arising from the vast expansion of commercial enterprise throughout the Dominion."

Of values, the report says: "Values, in the majority of grocery staples, have been fairly steady, the fluctuations of the market being neither violent or frequent. Beans and rolled oats are exceptions, having very frequently appreciated in value; beef and pork products have been subject to temporary variations, but to no very great extent—the high prices being almost invariably maintained."

### THE MARKETS

Of sugars and molasses: "The quality of sugar received from the West Indies shows a most gratifying increase, the total being much larger than for years past. About 28,000 tons have been landed here, a portion of which was forwarded to Montreal, and the remainder used by local refineries. Prices ruling during the year have been considerably affected by such a state of affairs. The market has, however, advanced considerably and the prospects are much more encouraging. The prospects are good that last year's totals will be reached this year. The imports of molasses have also been the largest for years, the total being 13,359 puncheons, 1,236 tierces and 2,424 barrels. A fair trade has been done throughout this and the adjoining Provinces. Prices will probably be fully sustained throughout the current year."

R. C. H.

### FOREST CITY GOSSIP.

OFFICE OF THE CANADIAN GROCER,  
LONDON, January 27, 1903.

A WHOLESALE grocer and provision dealer this morning exclaimed: "By golly! there's more than skippers in cheese this spring."

"How's that?" asked his partner.

"Why there's heaps o' money in it; look how it's riz, 13½c. to-day and jist jumpin'. Wish I had a cheese mine," was the rejoinder.

\* \* \*

Apart from cheese, however, there is little to excite the grocery or provision trade, as most lines remain the same as a week ago. Sugars, teas and canned goods continue firm and in good demand for the time of year.

\* \* \*

The "halesome parritch, chief o' Scotia's food," is well advertised in this city, both Tillson's and Quaker Oats receiving special attention from the retail grocers, while in this city as well, there are two well-known mills that produce the "guid oatmeal" as described by Ian Maclaren, and cheers the heart of a hungry Hielman, wi' its fine nutty flavor." Prices of oatmeal here may be of interest to Ontario men. Thomson's or Sutherland's, Lucan or London rolled oats, sacks of 90 lb., \$2.05; barrels, 180 lb., \$4.20; Tillson's, in sacks of 90 lb., \$2.20; Quaker, in sacks of 90 lb., \$2.25; Ogilvie's, in sacks of 80 lb., \$1.90; usual terms.

\* \* \*

Yes! there's lots o' the staff o' life to be had in this vicinity. What wonder that the men and women of the "Forest City" are such robust specimens of humanity.

An unique exhibit, demonstrating the virtues of Cottam's bird seed and bread, is to be seen in London in the office of that firm. Sceptics or disbelievers in the life-giving power of Cottam's bird seed might well pay a visit to Cottam's office. A very large number of the most beautiful canaries and other pets are fed on the commodity the firm manufactures. The birds in midwinter are in the very pink of condition, and they can sing "to beat the band." Bird fanciers would be in ecstasy over them.

\* \* \*

The following were among the outside merchants making purchases in London, Ont., during the past week: J. H. Birch, Dorchester; K. Turnbull, Glanworth; S. Mathewson, Komoka; J. H. McRae, Ilderton; A. Barr, A. D. McLachlan, Belmont; Chas. Nicholls, Glanworth; T. McKee, Mapleton; W. J. Coates, Mossley; D. R. Owen, Fernhill; I. Abram, Falkirk; J. Marsh, Coldstream.

W. H. L.

Buyers of Fard dates should communicate with H. P. Eckardt & Co., who are selling at a low price.

### PACKERS' CONVENTION AT WASHINGTON.

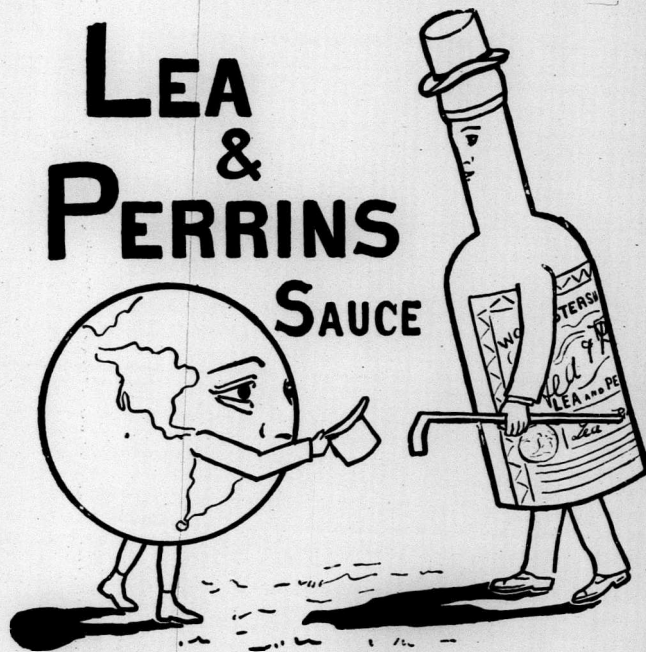
Mayor Boulter, Picton, Ont., has made arrangements with the railway companies whereby Canadian packers who desire to attend the annual convention of the United States Packers' Association, which is to be held in Washington the second week in February, can do so at fare and one-third. Those going from Canada will pay full fare to Buffalo, and from there to Washington on a special train. The return fare from Washington will be one-third.

H. P. Eckardt & Co. report an increasing demand for canned beets.

Exceptional value in Japan dust and siftings is being offered by H. P. Eckardt & Co.

Great dissatisfaction is being caused among the canners of British Columbia by the way the Government of Vancouver is dealing with the foreshore trap-sites question. It is stated by a prominent canner that, although it had been agreed between the Government and the canners that the latter should be consulted before any decided action was taken in the disposition of the foreshore privileges, concessions have been granted to several persons without the knowledge of the canners.

**TO**  
**THE**  
**TRADE.**



"All the world knows me"

If your stock of . . .

# Lea & Perrins' Sauce

is running low, write us for quotations.

WE HAVE HALF-PINTS AND PINTS IN STOCK.

## J. M. Douglas & Co.

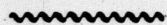
**MONTREAL.**

Canadian Agents and only direct correspondents in Canada with Messrs. LEA & PERRINS.

# COFFEE

We are making a specialty of our celebrated "**CLUB**" **BRAND** **COFFEE**, and are prepared to fill all orders promptly.

BEWARE OF IMITATIONS.



**S. H. EWING & SONS**  
96 KING ST., MONTREAL.

**Toronto Branch, 87 YORK ST.**

TELEPHONE MAIN 204.

Telephone Bell Main 65  
Merchants 522.

Telephone orders receive prompt attention.

Should you ask your druggist for a porous plaster, and were he to try to sell you a pound of sulphur instead—what would you think of him? When a child asks for Blue Ribbon Tea, don't substitute.

## HINTS TO BUYERS.

Contributors are requested to send news only not puff of goods they handle, or the arrival of standard good that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

**W.** H. GILLARD & CO. have in hand now a carload of prunes, 100's to 120's, Californian stock; also car of assorted Californian prunes, 40-50's, and down.

Naptha powder in stock with T. Kinnear & Co.

Burnett's coffee cleaner may be procured from Lucas, Steele & Bristol.

T. Kinnear & Co. are agents for "Crown Blend" package tea. 25, 40 and 50c.

W. H. Gillard & Co. are showing some choice evaporated apples at a low price.

T. Kinnear & Co. have a snap in prunes. All sizes.

W. H. Gillard & Co. report a full line of seasonable fish for the grocers and fishermen.

Apricots and peaches, 25 and 50-lb. boxes, choice stock, in store with W. H. Gillard & Co.

Macaroni and cheese, 1-lb. jars, put up by Van Camp, is for sale with Lucas, Steele & Bristol.

L. Chaput, Fils & Cie are offering some table figs and tapnets, nice stock, at attractive prices.

Lucas, Steele & Bristol offer Patterson's (Vinemount, Ont.) home-made preserves in tightening glass jars.

L. Chaput, Fils & Cie have the agency for the firm of Brusson, junior, manufacturers of French paste.

The R. & J. H. Simpson Co. are having a heavy demand for Tillson and Quaker oats, in packages.

Cockburn's pure apple butter, put up in 1-lb. glass jars, is finding ready sale with Lucas, Steele & Bristol.

L. Chaput, Fils & Cie have a car of apricots and peaches in 1-lb. cartons, which they offer at a low price.

E. D. Marceau has in stock 168 boxes of best make and finest Pea Leaf gunpowder tea which he offers at 25c.

L. Chaput, Fils & Cie, have just received a shipment of Rolston Breakfast Food; also a shipment of "Quail on Toast."

The R. & J. H. Simpson Co., Guelph, are offering special prices on Californian apricots in 25-lb. boxes, also Hallowee and Sair dates.

A fresh shipment of Dixon's carburet of iron stove polish is just in with W. H. Gillard & Co. This firm report that their sales for this polish have trebled during the past two years.

Splendid value in roasted Santos coffee can be had from Grocers' Wholesale Co., Limited, Hamilton. It has attractive cup qualities.

E. D. Marceau has just added to the stock he published last week 128 boxes of Ping Suey Young Hyson, which he offers at 17½c.

L. Chaput, Fils & Cie are expecting a car of about 50,000 lb. of the pickles, jams, catsups and condiments of Williams Bros. Co., Limited, Detroit.

Grocers' Wholesale Co., Limited, Hamilton, have an assortment of Armour's extract of beef, vigoral, asperox and bouillon in stock.

Favorable comments continue to be made on the extra fine quality of the St. Lawrence yellows that are being turned out just now.

White & Co., Toronto, are in receipt of the cargo of Canada-Jamaica Steamship Co.—consisting of bananas, oranges, pineapples and cocoanuts.

White & Co., Toronto, received this week a car of marmalade oranges (Sevilles and Palermas,) and, although early in the season, the trade is taking hold. They also received a consignment of Jamaica Seville oranges for marmalade. This is something new on the market. The orange

THE CANADIAN GROCER

is a cross between a grape fruit and a Seville bitter, and, while it contains all the good qualities of the Seville, it has added to it the beautiful aroma of the grape fruit. Many of the leading manufacturers intend using this line this year, and it will be placed on the market as "Grape Fruit Marmalade."

L. Chaput, Fills & Cie have a stock of "Owl Chop" black ceylon teas in packages and "B" brand tea in packages which are going rapidly.

White & Co., Toronto, received this week a car of Manitoba frozen whitefish, pickerel and pike, some of the pike weighing as high as 30 lbs. each.

Another shipment has been advised for Grocers' Wholesale Co., Limited, for Crosse & Blackwell's orange, lemon and citron peels. This shipment is not so large as the last one. Prices to cash buyers will be same as last.

WINNIPEG TRADE GOSSIP.

THE week has shown steady trade in nearly all lines. Almost all jobbing houses are taking stock and many spring orders have already been shipped. Prices are firm in all lines, and nearly all with a tendency upwards. There has not been a change of any importance throughout the week. Dried and evaporated apples continue to be very scarce and the demand is quiet.

In produce, the notable advance of the week is 10c. on flour. No. 1 Hungarian patent has been quoted at \$2 for weeks, but the advance in wheat has sent the price up at last. There is an excellent domestic and export trade, and all the mills are pretty heavily oversold. The advance in flour has been followed by an advance in bran and shorts of \$1 per ton, being \$16 for bran and \$18 for shorts. Mills are all oversold on shorts also.

Cured meats are in active demand at the prices quoted last week. In dairy produce, the supply of good, fresh table butter continues very limited. Eggs are exceptionally scarce, and guaranteed new-laid sell at 50c. per doz. Dealers offer 22c. Winnipeg for anything in the line of fresh-gathered stock.

Dressed meats remain at last week's figures, but an advance is expected very shortly now as supplies of good beef cattle are decidedly scarce.

A list of prices would be an exact reproduction of the list sent last week. With the end of the present month and the stir of the bonspiel, Winnipeg will by next week have got fully into the swing for spring business, and there will be more news moving,

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,  
109 Fleet Street, E.C., London, Eng.

SEND YOUR NAME if you have, or will get,



the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

Sovereign Molasses Candy

A new and delicious Taffee put up in neat boxes to retail at 10c.

100% PROFIT FOR THE GROCER.

Free Sample.

THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.  
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS.

COCOA

THE STRONG POINT IS

Capstan Brand Pure D. S. F. Mustard,

MANUFACTURED FROM CHOICE ENGLISH SEED.

Put up in Tins to retail at 10c.

Ask your grocers for it, or see our travellers.

The Capstan Manufacturing Co.,

TORONTO, ONTARIO, CANADA.



NEW GOODS

JUST ARRIVED.

Fancy Cape Cod Cranberries

Fancy Malaga Grapes

Fancy Jamaica Oranges

PRICES RIGHT.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.



We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds.

Correspond with

SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO

GRIMBLE'S English Malt

Six GOLD Medals

VINEGAR

GRIMBLE & CO., Limited, London, N.W., Eng.

## Window and Interior Displays

Timely Hints  
and Suggestions.

It is scarcely within the memory of the present generation when windows in stores were for no other purpose than the letting in of light, and to the next generation such a purpose will appear historical—nay, even mythical.

No merchant in these days attempts to succeed without spending much time, trouble and money over his windows. They are the index to his store. In his window he can show 50 things, while his clerk shows one, or, for that matter, ever gets the chance to show one.

Take the case of any successful merchant in a town and you will find every time that he depends very largely on his window display and store decoration. His competitors may be affable, good natured and jovial, but unless he is a positive boor the one with the good windows does the business.

There are so many good qualities guaranteed in a merchant by his having a good window that people naturally trust him and feel sure of being suited in his store.

A man who is so artistically inclined as to produce a beautiful display impresses his customers and the people at large as an honest, painstaking and thoughtful man.

We instinctively associate dishonesty and carelessness with untidy appearance, and often as we may be at fault in arriving at such a conclusion, we more often observe the truthfulness of our instincts.

The merchant who shows us a well-planned window convinces us that the interior of his store is just as thoughtfully arranged, and we feel sure such care denotes also care in the selection of his stock, both as to quality and quantity.

The untidy, careless window assures us of an untidy interior, and we turn away without any thought of entering if his competitor can please us with his window.

How could a merchant be so inconsistent as to exercise care in the selection of his stock if he cares not at all how that stock is shown.

Merchants often excuse themselves for paying so little attention to their windows by saying they are afraid to undertake it since they have no artistic inclinations and would therefore make only a failure of such attempts.

Every merchant has an assistant and with a little latitude any clerk should be able to arrange a window with some effect. If he can't do it there are others

who can and even if you pay a trifle extra for an assistant with ideas that will increase your business, the profit accruing from such an investment should convince any thoughtful man that it is to his advantage to pay the little extra.

Another merchant will say that his business is the oldest in town, people know him and have dealt with him for years, and will therefore continue to do so.

Such a man should not be in business. No matter what business he may have done in past years, a progressive merchant coming to town could, in a few



months, capture almost all the trade that is worth getting.

Living on a past popularity is one of the dangerous tendencies of modern business.

In this pushing, bustling, hurried age a man must keep right up to the times. The old customer has not time now to go in and inquire if his old dealer has an article he wishes, but will do his business where the windows show him he can get what he wants without waste of time or words.

The business man must continue drawing trade by supplying the demand of the times and not sit content and rest on past laurels.

### THIS WEEK'S ILLUSTRATION.

The window shown appeared in the window of a grocer in Glasgow. For years there has been a window-dressing competition in a certain part of the city, and this year, with a very large number of entries, this window held the successful display.

Although every inch of the window is filled, the variety is not very large; therefore the effect was not confusing. It might be called a cheese window, as that is the principal article shown, there being seven or eight varieties, including potted cheese. In the foreground appears several layers of eggs, while scattered through the window are tins of tongue and peas, ham and sausages and butter in different shaped moulds. In the rear, on shelves, are cuts of various kinds of hams and bacon.

Although very many of our grocers could not carry the large stock of cheese exhibited here, the window would not be injured by a smaller display placed at greater intervals, with, perhaps, eggs, filling up the intervening spaces, or hams and bacon could be used in the place of some of the cheese.

### FROST ON THE WINDOWS.

In a grocery store where the window cannot be separated from the store frost very often obscures the view. There are different methods of removing and drying the frost. The best is with an alcohol lamp, the heat of which being dry melts the frost and dries the glass. Sulphuric acid applied with a cotton-cloth swab, allowing no dripping, glycerine and aqua ammonia have all been used successfully. The sulphuric acid is the best, as the use of aqua ammonia keeps the frost off for only a short time. Aqua regia, hydrochloric acid, alcohol, benzine, nitric acid or calalb nitrate all work more or less successfully. The Dry Goods Review gives a formulae as follows: Equal parts of water and glycerine with a few drops of cumarin (which must be dissolved in warm water) added. If the pane is ruined with this, frost will not gather.

Some grocers are adopting the scheme of using the frosted window as a counter and spending more time on store decoration. In the window are placed the scales, paper bags, string and a miniature counter built up of canned goods. In this case even if the frost disappears a unique window display is the result.



### TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

#### "Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$1.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

**NONE BETTER THAN THE  
Raspberry, Strawberry  
and Peach Jam,**

MANUFACTURED BY

**J. Hungerford Smith Co.,  
Limited**

15 TO 25 ALICE STREET  
12 TO 18 TRINITY SQUARE

**TORONTO**

## Perkins, Ince & Co.

### Wholesale Grocers

FRONT STREET EAST,  
Toronto.

No 197

## SYRUP PUMP

**SELF PRIMING and  
MEASURING.**

Saves time, money and syrup

**WALTER WOODS & CO.**  
HAMILTON and WINNIPEG.

## THE CANADIAN GROCER

Grocers and Confectioners can rely upon the purity and excellence of

# COWAN'S

 Cocoa, Chocolate  
and  
Famous Blend Coffee.

**Cowan's Cake  
Icings,**

and

**Cowan's Pure  
Confections.**

QUEEN'S DESSERT CHOCOLATE.  
CHOCOLATE GINGER, WAFERS, ETC.

CHOCOLATE CREAM BARS.

COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO.



## Canadian Maple Syrup

We are putting up what we call the "EMPRESS BRAND" Maple Syrup, put up in nice, showy, lithographed cans, and every grocer should have some of it. The article is good and pure and will please your customers. Money refunded if not all we claim for it.

Canadian Maple Syrup Co., TORONTO,  
Canada.

## "ACME" TABLE SALT

Ask your wholesale grocer for it.  
Put up in 24 3 lb. cartons in a  
case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.  
Agents for the Canadian Salt Co., Windsor, Ont.

**They Cost  
Something,  
Of Course.**

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.



### IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO.**

**C. O. BEAUCHEMIN & FILS, MONTREAL.**

**ALLISON COUPON CO., Manufacturers,**  
Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

## FISH AND OYSTERS WHOLESALE.

The F. T. JAMES CO., Limited  
78 Colborne Street, TORONTO.

## Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited  
Montreal and Toronto

## LEARN



Rapid and Ornamental Lettering for Signs, Show Cards, Price Tickets, etc. A new field for Clerks, Merchants, Window Trimmers and others to increase their earning capacity. My book of instruction at \$1.00 tells all and is illustrated with 34 Sign Writers' model alphabets and figures. It will teach you the art during

leisure hours **AT HOME.** Reliable. Students everywhere. Write to-day. Address.

**W. EDWARDS,** Carleton Place, Ont.

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### JAPAN'S TOBACCO MONOPOLY.

IT is now over four years since the Japanese Government established its tobacco monopoly, says Mr. Consul Hall in his report on the trade of Kobe. So far it has proved anything but the grand source of revenue expected of it. Its promoters thought that, apart from the increase of revenue, it would improve the growth and enlarge the export; but in these respects also it has been disappointing. There are no large tobacco planters in this country. Numerous small farmers raise each a small quantity, hence, in order to prevent offences against the monopoly laws, a small army of officials is required, yet illicit dealings and smuggling are by no means uncommon. In the second year of its working the monopoly department reported the detection of over 7,000 cases. The number of undetected cases may be imagined. So far from helping to increase the export trade in the leaf, the monopoly has killed it. Prior to the establishment of the system, the stock of Japanese leaf in the United Kingdom—the only country to which it was exported—was usually about 15,000 bales, now it is nearly nil.

The working of the system is as follows: First of all intending growers must apply for permission to the monopoly department, stating the area they propose to cultivate. When grown, all the tobacco must be brought to the monopoly office on or before March 31 of the following year. The price to be paid to the growers is fixed beforehand. It is arrived at by dividing the crop into grades. In the year 1900 there were 18 grades; each of these again was divided into first, second and third quality. Then, again, in each quality the leaf was separated into four sorts, viz.: top leaves, upper middle leaves, lower middle leaves and ground leaves, thus making 216 grades and prices. On being brought to the local office of the monopoly the tobacco is inspected, graded and paid for. It is then distributed to other places, each bale being marked by a little wooden ticket giving its grade and weight, and also a number.

The leaf thus packed is sold by the kwamme (about 8¼ lb.) on its original weight. The monopoly's profit was originally fixed at cent. per cent., but has

now been increased to 150 per cent. Among the causes that have militated, and will most likely continue to militate against the experiment may be mentioned the following: The grower's chief object is to get his tobacco off his hands as soon as he possibly can, thus throwing any risk of deterioration on to the monopoly; and the earlier it is taken the better for him, as the moisture contained in it means more money to him. And now that he has a sure market he does not take the same care as formerly; and thus the tobacco not seldom goes into the monopoly's warehouses in a half-cured state, and, owing to scarcity of competent experts, it sometimes spoils and becomes worthless. It is believed that there are considerable quantities of tobacco held by the monopoly in this state.

To these drawbacks must be added deterioration of the culture. An "ad valorem" profit of 150 per cent. is gradually but surely forcing the finer kinds of tobacco out of cultivation, because every rise in the percentage of profit causes the manufacturer to use a lower grade; thus the standard of tobacco used is lowered without the revenue being benefitted. Again, while the profit is collected on

original weights there is always a considerable shrinkage by drying, ranging from 12 to 25 per cent., hence the manufacturer has to pay 150 per cent. on tobacco which does not exist, and though the precautions against smuggling are largely ineffectual, the expenses of working the system are wastefully high. Finally, the import of foreign leaf, which is also in the hands of the monopoly, has been very small, the profit being the same as on the native leaf, 150 per cent.—London Globe.

### DEATH OF J. MONAHAN.

J. Monahan, Brantford, Ont., one of the firm of J. A. Haire & Co., cigar manufacturers, died suddenly in Arnprior, Ont.,

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**  
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses.  
CUT TOBACCO . . . .

OLD OHUM,  
SEAL OF NORTH CAROLINA,  
OLD GOLD.  
CIGARETTES . . . .

RICHMOND STRAIGHT CUT,  
SWEET CAPORAL,  
ATHLETE, DERBY.

**POPULARITY**

is the proof of merit, and no brand has ever achieved popularity so quickly as

**"BOBS"**

**CHEWING TOBACCO**

In 5 and 10c. Plugs.

**BOBS costs you only 36 cents, and pays a good profit.**

**BOBS is well advertised.**

**BOBS is selling well in almost every store from the Atlantic to the Pacific.**

**BOBS is A BIG PLUG FOR LITTLE MONEY**

Made by

**THE EMPIRE TOBACCO CO.,**  
LIMITED  
MONTREAL, QUE.

**Trust  
to Me.**

Let me select an assortment of a thousand or more of my Cigars (including one or two hundred of my leaders, the "Pharaoh" 10 cent and "Pebble" 5 cent Cigars), and ship them to you for a trial order at my expense.

Keep them a month or two, try them with your trade and then send back the balance and get your money if they fail to suit.

**Trust to my judgment !**

**Payne's Cigars.**

J. Bruce Payne, Mfr.,  
Granby, Que.

We are now prepared  
to ship the trade . . . .

**Tonka**

**Beaver**

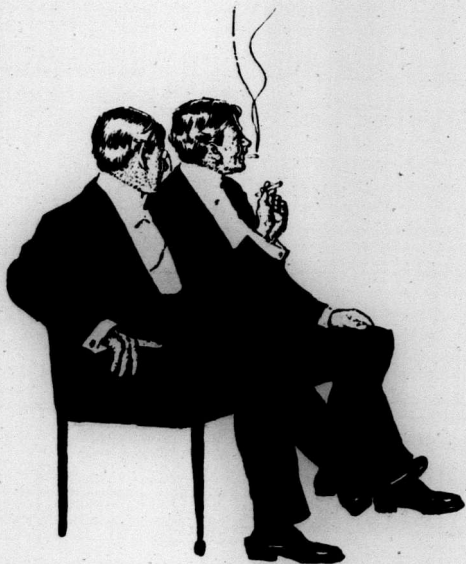
AND **Apricot**

**McAlpin Consumers  
Tobacco Company,**

Head Office : TORONTO. Limited

Factories : Leamington and Toronto.

The finest piece of Smoking Tobacco ever  
offered to the Canadian Public:



**T. & B.  
Myrtle  
Navy  
10c. Plug**



Big profit to the retailer.  
For sale by all wholesalers.

on Wednesday, January 21. He arrived in Arnprior on Tuesday evening, and shortly after midnight was taken sick. In the morning Dr. Cameron was called to him and found that he was suffering from peritonitis and heart failure. Under treatment he revived for a short time, but early in the afternoon passed away.

The Catholic Foresters, of Arnprior, took charge of his remains, and on Thursday morning they were sent to Brantford for interment.

The deceased was 40 years of age and leaves a wife and family in Brantford.

**CIGAR OUTPUT IN LONDON, ONT.**

It is a noteworthy fact that certain localities become noted and famous for the manufacture of certain classes of goods—as in the case of Manchester for cotton goods—Sheffield for cutlery—the Clyde for shipbuilding—Paisley for threads—Linn, Mass., for shoes; etc., and the industries once planted, take root, grow up and thrive as if these and no other spots were indigenous or suited to their support or culture. So in this City of London, Ont., we have one vast branch of manufacture that has found suitable soil, and has grown and thriven, and became stronger and of more importance and influence than any but their opponents abroad are aware of. I refer with pleasure to the cigar manufacturies. Here below are a few figures, derived from an authentic source to-day, which proves the cigar industry to be of considerable value and importance from a commercial standpoint:

Number of cigar factories .....	18
Number of employes, about .....	1,800
Annual output .....	35,000,000
Duty on cigars, paid annually .....	\$210,000
Duty on raw leaf, paid annually	
about .....	65,000
Amount paid in wages, annually	
about .....	450,000

Remember, the above strictly refers to London, Ontario's cigar business only.

**TOBACCOS AND CIGARS**

**NOTES OF THE TOBACCO TRADE.**

The Cuban Cigar Co., Toronto, is in the possession of the bailiff.

Robert Hyslop, formerly with J. M. Fortier & Co., Montreal, is now taking the eastern ground for Andrew Wilson & Co., Toronto.

Jack Hamilton, the well-known representative of Harris, Harkness & Co., of Montreal, was in Toronto last week sound in the praises of the "Van Horne" Cigar.

The Voice, Winnipeg, says that the McAlpin Consumers' Tobacco Co., Toronto, which is outside of the trust, and manufactures chewing and smoking tobaccos bearing the union label, is extending its business to Winnipeg and the West.

F. W. Spiers, representing W. R. Webster & Co., of Sherbrooke, is visiting Toronto in the interest of his firm this week. He reports a brisk demand among the western grocers for the "Liberty" cigar and business generally of a satisfactory nature.

Negotiations are just about closed concerning the purchase of the plant of the well-known tobacco firm of B. Houde, Quebec, by the American Tobacco Company. It is well known that the company

have had this purchase in view for the past four or five years. The price is supposed to be somewhere between \$150,000 and \$200,000.

**PANIC IN A NEW YORK CIGAR FACTORY.**

During a panic in Leopold Miller & Sons' cigar factory in New York on January 23, three women were killed, and five women and one man were severely wounded. The panic was caused by a fire in an adjoining building. There was a rush made by the 500 employes, men, women and boys, for the fire escapes and the stairs. Disgraceful scenes of brutality were enacted at both places by the men. At the stairs the men acted like madmen, knocking the women down and trampling them underfoot. On the fire escapes, when the second story was reached, instead of waiting for ladders to be raised, the men pushed the women off and jumped themselves.

If it had not been for the arrival of the police many more deaths would have occurred, for at the third story there was a blockade, and it was only by the energetic efforts and prompt action of the police that a greater catastrophe was prevented. The building was finally cleared out, and the bodies of three dead women were found.

**T. J. Horrocks, Toronto,** handles all lines of Cigars, Cigarettes and Tobaccos that are **NOT CONTROLLED BY THE TRUST**, such as **British Navy, King's Navy, U & I, Queen's Navy Tobaccos, Karnak, Kiosh, Gold Crest, V.C. Cigarettes**  
 Write for price list. **6 Wellington St. East, TORONTO.**

**The Erie Tobacco Co., Limited**  
**WINDSOR, ONTARIO.**

Have put upon the market a new brand known as **The Great 5c. Cut Plug**, 2-oz. package, retails at 5c. per pkg.

**J. M. FORTIER, Limited,**

**Manufacturers of all kinds of**

**CIGARS, Ranging from \$13.00 to \$125.00 per 1,000.**

**Cigarettes and Cut Tobaccos.**

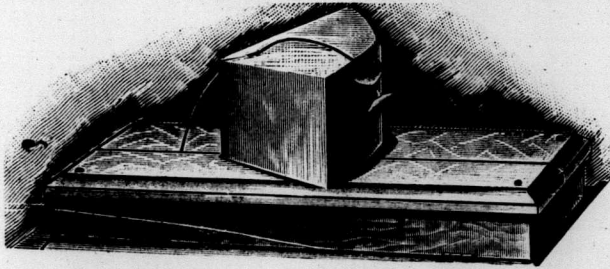
Special Brands a Specialty.

**Office: 1982 Notre Dame St.**  
**Factory: 151 to 161 St. Maurice St.**

**MONTREAL.**

THE CANADIAN GROCER

**SIMPLEX CHEESE CUTTER**  
MORRIS' PATENT.



INDISPENSABLE TO PUBLIC CATERERS, RESTAURANTS  
AND PROVISION MERCHANTS.

PRICES: Handsome White Marble Top, 3/4-in. Thick, £1 15s. Hard Beech  
Top, £1 5s. 14 Days' Free Trial allowed.

Fitted complete with coil of Wire, pair of Pliers, and Patent Handle.

CORPORATION ST., BIRMINGHAM, July 27th, 1897.

DEAR SIRS,—I have much pleasure in testifying to the merits of your  
Cheese Cutter. In my opinion it is the cleanest, quickest, and best method  
of cutting Cheese. You may send one to The Maypole Dairy Company,  
High Street, also to our Maypole Company, Bull Street.

Yours truly, S. E. HURRELL, Manager.

**T. MORRIS & CO., Simplex Works, WELLINGTON, SHROPSHIRE.**  
(MAKERS AND INVENTORS).

**THE NEXT ISSUE.**

The next issue of THE GROCER will have full-page, illustrated price list of our **Maple Syrup**  
and **Maple Sugar** specialties.

Every enterprising grocer should handle our goods, they will actually *draw trade* for other lines.

"A TRIAL ORDER AND YOU ARE A STEADY CUSTOMER."

**The Grocers' Mfg. & Trading Co., Limited**

MONTREAL.



QUALITY FIRST

**Schepp's Cocoanut.**

Packages and Bulk  
The best of its kind.

**L. SCHEPP CO.,**

CANADIAN FACTORY: TORONTO, CAN.  
NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.



"Best in the World."

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH

**MALT VINEGAR**

*Delicate in Flavor and Aroma.  
Splendid keeping properties.*

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:  
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

CHAT

MR. BURWASH ROBINSON has recently opened up a grocery store at Middle Sackville, and in addition to the regular line, he will carry a stock of boots and shoes.

Wm. Robinson has opened a fish store on the corner of Church and John streets, Brockville.

The Comfort Soap Works, Toronto, are putting in a new boiler with a capacity of 260,000 lb. of soap.

T. M. Percival, grocer, has been appointed jailor to succeed the late W. H. Acton. *Brandon Times.*

Mrs. J. Johnston has purchased the stock and goodwill of the Maple Leaf grocery on Pender street, Vancouver.

Donald McDonald, manager of the Arkona evaporator, reports a very successful season in the fruit evaporating business.

The frozen herring fishery at Placentra and Fortune Bay, it is said, will be greatly improved by the cold spell which has fallen on Newfoundland recently.

Arthur Branscombe, grocer, of St. John, N. B., has suspended payment, and a meeting of his creditors was held on January 20 in the office of Chapman & Tilley.

Mr. C. H. Fletcher, a manufacturer of Sherbrooke, says that he intends to carry on a grocery business in Quebec, and that he has appointed Joseph Arthur Beaudette, of Quebec, as his agent.

The new meal mill of St. Marys, owned by G. Carter & Son, has commenced operations. The mill has an output of 100 bbls. per day, and it is said to be one of the most complete in Ontario.

John Bannerman, in the employ of The Bemrose Co., is about to succeed to the grocery business of Will Hockridge. We understand the deal was effected on Tuesday. *Witness, Bradford, Ont.*

Ex-Alderman C. G. Clarke, of Woodstock, has purchased the grocery business of W. H. M. Williams on the corner of Wellington and Dundas streets, and will open up in the beginning of February.

The town authorities of Moosomin are discussing the proposition of erecting a large grist mill in their town. If this is done it will be of great advantage to both the town itself and the surrounding country.

The British ship Pythomene during the coming month will load a full cargo of 3,000 tons of flour, wheat, oats and gen-

eral merchandise in the harbor of Vancouver for South Africa. This will be the second shipment from that port.

The figures of the British Board of Trade returns of emigration to Canada and the United States for the past year have appeared in the press despatches, and they show a large increase of emigrants as compared with the previous year.

Mahler Bros., fruit evaporators, have finished a successful season's work in Forest. During the season they employed on an average some 50 men, and handled about 20,000 bush. of apples, making four carloads of dried apples.

The regular meeting of the Retail Clerks' Association, of Sydney, N.S., was held on the evening of January 15. There was a good attendance and a large amount of business was transacted. It is said that the Association is gaining rapidly in strength and influence.

Early in the morning of Thursday, January 22, an entrance into the grocery store of F. Giles, at the corner of Cumberland and Yonge streets, was effected by thieves who smashed a pane of glass in the cellar door. Seven dollars in cash and some fish and biscuits were taken.

Annual exhibits of the grocers' and confectioners' trades are held in London, England, and they attract considerable attention. It is pointed out that if the Minister of Agriculture would have exhibits prepared illustrative of Canadian food products and cereals and shown at these exhibitions, it would do a great deal to advertise Canadian products in that line.

Mr. R. G. Cunningham, a prominent Skeena River canneryman, who was on a business visit to Vancouver recently, said that two large canneries would be erected this spring on the Skeena River. The firm of Findlay, Durham & Brodie will build one, and the other will be erected by a firm already conducting a cannery there. Besides new canneries he says that a great number of established ones will make extensive additions and improvements to their premises.

The afternoon of January 19 saw the opening of the C. N. R. tile elevator at Port Arthur, when the first stream of wheat was poured into one of the eighty 20,000-bushel tanks. Although the building is not entirely completed, the storage of wheat can be steadily carried on until 2,000,000 bushels have been put away. The elevator is fireproof. It is built altogether of tile, steel and cement, even to the room and foot walks about the tanks, which are laid on steel supports.

Mr. Houston, formerly one of the owners of the Atlas cannery on Fraser River, was in St. Petersburg recently in order to find out the particulars concerning the proposed establishment of a number of canneries on the eastern coast of Siberia by a Vancouver company. He learned that the company have all rights secured, but that no canneries will be erected this year. It is said that there are plenty of salmon on the other side of the Pacific, and that the canning business has just as large possibilities as in British Columbia.

SCHEMES TO ATTRACT VISITORS.

I. N. FORD, the London, England, journalist, recently cabled an interesting article in regard to the schemes practiced by some of the towns in England to attract visitors—some of which might be initiated by towns in Canada. In part Mr. Ford says:

"The Harrogate Corporation owns the baths and springs which are the chief source of the town's wealth, and it has improved the estate by expending over \$700,000 in the construction of winter gardens, concert rooms and a theatre, and in opening parks and promenades. Bath, in the west, has witnessed a similar series of improvements, the hot and cold springs being owned and managed by the Town Council, and the grand pump room and the Roman promenade being municipal works. Each of these watering places has a municipal electric supply, surpassing in this respect Leamington, in Warwickshire, which also conducts its baths, mineral springs and pump-rooms as municipal enterprises.

"The seaside resorts are improved and embellished by the town corporations with equal energy and enterprise. Scarborough has its new marine driveway and seawall around the castle; Torquay has its baths, concert-rooms, promenade piers and marine gardens, and Eastbourne has transformed its sea front and introduced electric lighting. The Doncaster corporation owns the famous racecourse which attracts throngs of visitors, and so shrewdly have the councillors supplemented their revenue from it by profits from gas, water and electric supplies that they are enabled to discontinue the borough rate and even to dispense with the school board and to solve the religious question without the meddling intervention of Parliament. The corporation, with the racecourse behind it, has made financial grants in aid of Anglican, Wesleyan and Roman Catholic schools, yet has retained for itself and for the parents of the children the privilege of representation in the management."

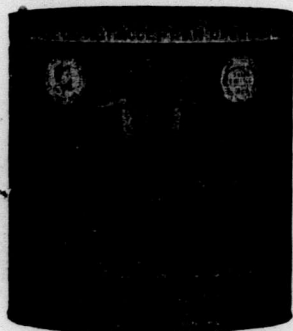
THE CANADIAN GROCER

Established 1845

IMITATION IS THE SINCEREST FORM OF FLATTERY.

Established 1845

Why has the name of S. H. & A. S. EWING been closely imitated?  
Because of the high standard of merit attained by



1 and 2-lb. Tins.

**S. H. & A. S. EWING'S**  
**COFFEE and SPICES**

The perfected products of the old reliable firm. You want the best. Why handle inferior goods when you can obtain S. H. & A. S. EWING'S at the same, and very often at better figures?

**S. H. & A. S. EWING,** The Montreal Coffee and Spice Steam Mills,  
**55 Cote St., MONTREAL, P.Q.**



**THE DOMINION BREWERY CO., LIMITED**

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

**WHITE LABEL ALE**

ASK FOR IT AND SEE THAT OUR BRAND  
IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



**SIX GREAT BLENDS**

**Coronation**  
**Buckingham**  
**Florodora**

**King's Royal**  
**Balmoral**  
**Geesha**

These teas are blended by ourselves—the ingredients selected from Ceylon and Assam gradens best adapted to Canadian waters.

Once introduced to your customers, our blends sell rapidly on a highly profitable basis. We will be pleased to sample your trade without any cost whatever to yourself. Write for particulars.

**WARREN BROS. & CO.**  
**Toronto.**

## Wide-Awake Retailers.

Hints and Ideas  
of Interest.

"CAN you tell me in one word what characteristic or feature or quality is most necessary to the success of a retail store?"

The inquirer was a representative of "The Canadian Grocer" and the "inquirer" (if that will be pardoned), one of Montreal's liveliest grocers. His store is not located in the business section of the city, and yet it is one of the large ones of Montreal. In its proprietor's words, it is a "family store"; by which is meant that it supplies regular customers with household necessities, the sort of trade that most grocers are looking for, and which, as far as the business itself goes, they would infinitely prefer to that of the big dealer in fancy groceries on the main streets.

One must call on Mr. — several times before one can catch him at a time when he has not too much to do to explain why it is he is so busy.

He was ready for "The Grocer" man, and without hesitation, said "Reliability."

"You have already decided upon that question, then?"

"Yes. It's strange; but only the other day a friend of mine in the Association (Montreal Grocers') and I were discussing that very thing, and we agreed entirely. If you can get people to rely on you for supplying them with the right goods you can keep them as customers as long as you like."

"I suppose you mean the right goods and the right prices?"

"Well, as to prices, it depends on your customer. If you sell a little lower than your competitor there are always certain people who think you are the most honest man they know of, and they will take the cheapest stuff you can offer them, good, bad or indifferent. But there are a great many other customers who would rather pay me a few cents more for canned goods, raisins, currants or some other line, that may easily be had, than buy from some man where they have been fooled before. That, of course, is not the rule; but I have been very careful in regard to the goods I handle, and most of my customers rely on me implicitly to recommend them this or that for their families."

"But you —"

"Excuse me. I'm not through. Now, when you say 'right prices,' you mean just what a good many advertisers mean. That is, the 'lowest prices.' Right prices

don't mean that to me at all. The best price I can get for my goods, provided that I can sell them for that regularly and to people who know that they can get served well here, is the right price for me. I won't cut. Perhaps if I were in another location I'd have to, but I get full prices here for most of my goods, when my customers could with little trouble walk further to where they can buy cheaper. But, mind you, they depend on me. I'm their friend, and they know it. This store is 'reliable'; for there's nothing in it but the best I can get. People in this section who want that come here."

"I'm afraid you have an exceptional class of customers."

"I don't believe it. But before you go, let me tell you about one old lady who comes in here sometimes. About a month ago it was, she brought me in a roll of butter she had bought here, but which at home they had let drop by accident into the sink, which was apparently was anything but clean. At any rate, it was not what she cared to use on her own table, and she wanted me to exchange it and to sell it to somebody else. 'What they don't know won't hurt them,' she said.

"I took the roll into the back of the store, pared it off slightly and to a small extent changed its shape. When I gave it to her again she didn't know it, and I thought, 'What she doesn't know won't hurt her.' That's the only time since I've been in business that I have given anything to a customer which wasn't all it was cracked up to be. But she deserved it."

### KNOWLEDGE NEEDFUL TO A GROCER.

THE grocer nowadays has to be a well-informed man. Not only do the details of his own business require a certain knowledge, but he has also to be the sympathetic and confidential friend of many of his customers. They run to him with the tale of their joys and their sorrows, and he has to patiently bare with them and advise them in their difficulties. He thus gains a great deal of knowledge.

The Retail Grocers' Advocate recently published an article on the knowledge essential to the grocer, which we reproduce as follows:

"It is pretty generally conceded that the retail grocer is what is quizzically

termed a 'walking encyclopedia,' also a 'hail fellow well met,' entertaining, and an arbiter (or mutual friend) for a vast multitude of all sorts and conditions of men, women, children and infants.

"Now a new personage bobs up serenely; he is that very fickle odds and ends, the fellow 'who knows it all' in the newspapers, the 'penny-a-liner,' or, perhaps, the 'mysterious quiller of the quill,' who has two meals on Saturday and feeds on a health diet the rest of the week. He is endeavoring to make himself famous by coming out with the startling announcement that a grocer is not the master of his trade until he knows everything in the business 'from A to Z.' In other words, he must be able to define at a moment's notice every ingredient that goes to make up the 5,001 articles on his shelves or elsewhere for sale.

"He must be able to tell you just how sugar, soap, molasses, starch, flour, cheese, macaroni, mustard, and an almost innumerable list of other articles are manufactured and placed on the market; in fact, he must know pretty nearly everything.

"We are willing to concede that he is every bit a 'walking encyclopedia,' that is, in the sense which the term is usually applied, but, as for his knowing everything, we must draw the line. Still, how many times a day will the customer, his wife or small boy rush in and tell their grocer about troubles galore, or anticipated troubles, or something that might happen and ask his advice—and ten to one this appeal comes just at a time when he is most busy.

"But Mr. Grocer doesn't get busy and wave them off with a determined sweep of the hand—oh, no! He has got too much tact for that. So he imparts the necessary intelligence and they go their way fully charged and primed, vowing in their own minds that their grocer is 'the right stuff.'"

Negotiations were going on last week between Fred Peskett, manager of the Owen Sound, Ont., evaporator, and the corporation of Tara, Prince county, concerning the building of an evaporator in that village. There has, however, been no agreement arrived at, because the council was decidedly against the proposal that Mr. Peskett should receive a loan of \$1,000 to erect his factory.



THE CANADIAN GROCER

Has stood  
the test  
of every  
climate.



Purest  
and best  
for all  
purposes.

The year just closed has proven a record-breaker in sales of **St. Charles (Unsweetened) Cream**; also **Silver Cow and Purity (Sweetened) Milk** from both our Canadian and American factories, due, without doubt, to the confidence and good effort of our army of wholesale and retail friends and customers in all parts of the world.

By strict maintenance of quality, prompt shipment of orders and careful attention to such details as tend to facilitate business through the trade, we hope to close the year 1903 showing a still greater increase in shipments of these very staple articles.

**St. CHARLES CONDENSING CO.**

**FACTORIES: Ingersoll, Canada, and St. Charles, Ill.**



The most artistic package ever sent to Canada. Sealed in Ceylon. No contamination possible. Black or Green—Pounds and Halves.

# QUAKER "CEYLON" TEA

TRY A  
SAMPLE ORDER.

J. A. Mathewson  
& Co.

MONTREAL

Wholesale Agents  
for Canada.



A TRADE WINNER

AND

A TRADE  
RETAINER

## Bovril

"THE PERFECT FLUID BEEF"

has attained its present high position in public favor on account of its unequalled nutritious properties and palatable flavour. It is prepared under the supervision of eminent analysts, so that the quality never varies, thus insuring satisfaction to your customers at all times, and so contributing to

**INCREASED BUSINESS.**

We have received into  
store this week :

Filiatras Currants (D. Schisas) Quarter-Cases.  
Filiatras Currants " Half-Cases.  
Vostizza Currants, Half-Cases.  
Bevan's Three-Crown Loose Muscatels.  
Griffin & Skelley Santa Clara Prunes.

**F. J. Castle,**  
OTTAWA.

## THE CANADIAN GROCER

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A.** J. CHARBONNEAU, general merchant, Arnprior, Ont., has assigned, and a meeting of his creditors will be held on February 2.

Mitchell Bros. & Co., general merchants, Arthur, Ont., are offering to compromise.

E. H. Breckinridge, general merchant, Aylmer, Que., is offering to compromise.

E. Germaine, general merchant, of St. Bazile, Que., has assigned to V. E. Paradis.

Palmer Bros., general merchants, Bedford, Que., have assigned to J. McD. Hains.

Oct. A. Verette, general merchant, St. Scholastique, Que., is offering to compromise.

Morrison & Co., general merchants, of Bella Colla, B.C., have assigned to Wm. H. Little.

Smith & Co., produce and commission merchants, Toronto, have assigned to J. P. Langley.

A meeting of the creditors of Parker & Co., general merchants, Hawkesbury, Ont., was held on January 27.

The meeting of creditors of Sheridan & Co., general merchants, Beeton, Ont., has been adjourned to February 3.

A meeting of creditors of J. T. Donovan, general merchant, of Casselman, Ont., was held on January 22.

A. D. Branscombe, grocer, St. John. N.B., offers to compromise at 15 per cent.; assigned to L. P. D. Tilley.

R. E. Chilman, baker, Hamilton, Ont., has assigned to Walter Anderson, and a meeting of creditors will be held on January 29.

Ambrose L. Fisher, seed merchant, of Brockville, Ont., has assigned to George A. Dana; a meeting of creditors will be held on February 2.

T. J. Mayhew, general merchant, of Thamesville, Ont., has assigned in trust to C. B. Armstrong; a meeting of creditors will be held on February 2.

J. D. Therrien, general merchant, St. Monique, Que., is offering to compromise. A. Edouard Rivest, grocer and dry goods merchant, Ste. Theodosie, Que., has compromised.

#### PARTNERSHIPS FORMED AND DISSOLVED.

Forbes & Glasson, grocers, Caughnawaga, Que., have dissolved partnership.

E. E. Taylor, general merchant, Crofton, B.C., is admitting J. M. Neal into partnership.

August Comte & Co., coffee merchants, Montreal, have admitted Jos. Forbes into partnership.

Brownstone & Steinberg, general merchants, Rosenfeld, Man., have dissolved partnership; Mr. Steinberg continues.

A co-partnership has been registered in the firm of Nickerson, Grant & Co., wholesale fruit and confection dealers, of Yarmouth, N.S., consisting of Adoniran K. Nickerson, Jacob W. Grant and Osbert A. Nickerson.

#### SALES MADE AND PENDING.

Walter Guyon, grocer, Montreal, has sold out.

The E. Girardot Wine Co., Sandwich, Ont., have sold out.

A. O. Foreman, grocer, Toronto, has sold out to C. Buckner.

Charles Mould & Co., grocers, Toronto, are negotiating to sell out.

Rose Flannigan, grocer, Toronto, has sold out to Henry Hamilton.

D. J. Southam, butcher, Pierson, Man., is advertising his business for sale.

John McBride, baker and confectioner, Toronto, has been sold out by bailiff.

The assets of Joseph W. Jones, cheesemaker, Frankville, Ont., are to be sold.

The stock of W. H. McWilliams (estate of), grocer, Woodstock, Ont., is to be sold.

Uthbert Pratt, general merchant, of Frank, N.W.T., has sold out to A. V. Lang.

H. H. Mann, general merchant, Shetland, Ont., has sold out to John A. Williams.

J. B. LeFevre & Co., grocers, Nanaimo, B.C., have sold out to Mrs. M. A. Rowe.

The stock of W. H. Miller (estate of), grocer, Woodstock, Ont., is to be sold by auction.

Freeman Bros., general merchants, Freeman, Ont., are advertising their business for sale.

Mrs. A. B. Calder, general merchant, Windsor, N.B., has sold out to D. P. Thomson.

The assets of N. D. McLeod, grocer, of Ottawa, are to be sold by auction on January 30.

George Brasher, general merchant, of Tillsonburg, Ont., advertises his dry goods stock for sale.

The assets of J. R. Sauve, general merchant, St. Zotique, Que., are to be sold on January 28.

The stock of W. Hine & Co., general merchant, Keremos, B.C., has been sold to A. H. Wade.

The stock of John McBean & Company, general merchant, Georgetown, is to be sold on February 4.

The assets of R. E. Jamieson, baker and biscuit manufacturer, Ottawa, are to be sold on January 31.

The assets of J. T. Donovan, general merchant, Casselman, Ont., are to be sold by auction on February 3.

W. D. Thomas, grocer and fancy goods dealer, Wingham, Ont., is advertising his fancy goods business for sale.

The stock of James Ward (estate of),

grocer and liquor merchant, London, Ont., is to be sold on January 30.

The stock of Dodgson Bros. (estate of), general merchants, of Duart, Ont., is advertised to be sold by auction on January 27.

#### NEW FIRMS AND CHANGES.

W. D. Jones has started in business as a grocer in Ottawa.

The Reliance Cigar Factory, Limited, Montreal, have registered.

Bradford Bros., general merchants, of Granby, Que., have registered.

The Canadian Broom Company has commenced business in Ottawa.

Tellier & Co., vinegar manufacturers, St. Hyacinthe, Que., have registered.

O. Lambert & Co., general merchants, Shawenegan Falls, Que., have registered.

Charles R. Cannon, grocer and shoe merchant, Elgin, Ont., is giving up business.

The Canada Preserving Company, Limited, Hamilton, Ont., have obtained a charter.

J. C. Grant, confectioner, Vancouver, B.C., has been succeeded by The Spa Candy Co.

G. L. Nicholson, general merchant, of Riceville, Ont., has opened a branch at Copper Cliff.

J. W. Percival has registered as proprietor of The Masterman Packing and Provision Company, Montreal.

D. V. Ranger, wholesale liquor merchant and hotelkeeper, Ottawa, has amalgamated his liquor business with The Ottawa Wine Vault Co.

#### FIRES.

T. Valiquette, crockery dealer, of St. Henri de Montreal, has been burned out; partially insured.

#### DEATHS.

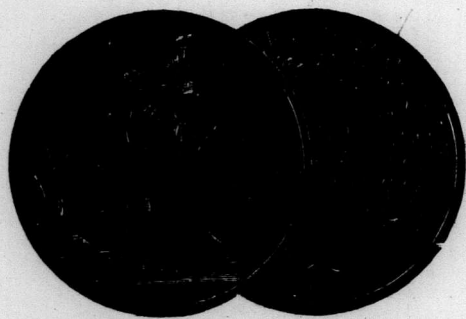
Pierre Cote, grocer, Quebec, is dead.

A. Napier, grocer, Windsor, Ont., is dead.

Wm. T. Estey, grocer, Fredericton, N. B., is dead.

It is reported that D. J. Munn, the canning man of New Westminster, B.C., has secured an option of the stock and good-will of the English-owned canneries outside of the British Columbia Packers' Association combine. Mr. Munn is paying cash for all the canneries and good-will, and this is said to be more satisfactory to the sellers than in the case of the Packers' Association, when, although the aggregate price for each cannery was greater, only one-third cash was paid, and the balance in common stock. The proposed scheme has met with the approbation of the members of the Packers' Association. The new combine will have a capital of about \$5,000,000, and will include 30 canneries.

THE CANADIAN GROCER



HIGHEST AWARD, LONDON, 1893.

# STRETTON'S

(PRIZE MEDAL)

Worcestershire

# SAUCE

PURE, DELICIOUS, BEST.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

STRETTON'S MUSHROOM KETCHUP—The best on the market.

**CANADIAN AGENTS:**

Messrs. S. H. Ewing & Sons, Montreal.

Mr. John Fisher, Manufacturers' Agent, Toronto.

Messrs. Mackerrow & Mattice, Ottawa.

Messrs. Clawson & Co., St. John, N.B.

Messrs. Wm. Tuffts & Son, Vancouver, B.C.

Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

**Stretton & Co., Limited,** **WORCESTER,**  
**ENGLAND.**



# SYRUP IN TINS

"CROWN" BRAND.

EDWARDSBURG QUALITY.

20-lb. Tins, 3 in case, \$2.55

10-lb. TINS, 6 in case, \$2.65

5-lb. TINS, 12 in case, \$2.70

2-lb. TINS, 24 in case, \$2.15.

Freight paid on 5-case lots.

The best seller we have had!!!

EDWARDSBURG STARCH CO'Y, Limited  
Established 1858.

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, QUE.

**COFFEE.**  
JAMES TURNER & CO. per lb.

Mecca	0 33
Damascus	0 30
Cairo	0 17
Sirdar	0 13 1/2
Old Dutch Bio	0 13 1/2
S. D. MARCEAU, Montreal. per lb.	
"Old Crow" Java	0 25
Mocha	0 25
"Condor" Java	0 30
Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's Coffee, 1-lb. tins	0 31
"2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	



Borden's Condensed Milk Co.  
"Eagle" Brand..... \$1 65  
"Gold Seal" Brand..... 1 30  
"Peerless" Brand Evaporated Cream 1 20

**CLOTHES PINS.**  
UNITED FACTORIES LIMITED.  
Clothes Pins (full count), 5 gross in case, per case..... 0 57  
4 doz. packages (12 to a case)..... 0 12  
3 doz. packages (12 to a case)..... 0 32

**COUPON BOOKS—ALLISON'S**  
For sale in Canada by—The Eby, Elsin Co., Limited, Toronto O. O. Beauchemin & Fils, Montreal.  
\$1, \$2.53, \$5, \$10 and \$20 books.  
Un-Covers and num Coupons bered numbered.  
In lots of less than 100 books, 1 kind assorted 4c. 4 1/2c.  
100 to 500 books..... 3 1/2c. 4c.  
100 to 1,000 books..... 3c. 3 1/2c.

Allison's Coupon Pass Book

1 00 to 3 00 books.....	3 cents each
5 00 books.....	4 cents each
10 00 books.....	5 1/2 cents each
15 00 books.....	6 1/2 cents each
20 00 books.....	7 1/2 cents each
25 00 books.....	8 cents each
50 00 books.....	12 cents each

**EXTRACTS.**  
HENRI JONAS & Co. Per gross.

8 oz. London Extracts.....	\$8 00
2 oz. " (no corkscrews).....	5 50
2 oz. " ".....	9 00
2 oz. Spruce essence.....	6 00
2 oz. " ".....	9 00
2 oz. Ancho extract.....	12 00
4 oz. " ".....	21 00
1 oz. " ".....	36 00
1 lb. " ".....	70 00
1 oz. Flat.....	9 00
2 oz. Flat bottle extracts.....	19 00
2 oz. Square.....	21 00
4 oz. " " (corked).....	36 00
8 oz. " ".....	72 00
Per doz.	
8 oz. " glass stop extracts.....	3 50
8 oz. " ".....	7 00
2 1/2 oz. Round quintessence extracts.....	2 00
4 oz. Jockey decanters.....	3 50

**FOOD.**  
Robinson's Patent Barley 1/2 lb tins 1 25  
" " 1 lb. tins 2 25  
" " Groats, 1/2 lb. tins 1 25  
" " 1 lb. tins 2 25

**GINGER ALE & SODA WATER**  
Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water... \$1 40

**JAMS AND JELLIES.**  
SOUTHWELL'S COOKS. per doz  
Frank Magor & Co., Agents.

Orange Marmalade.....	1 50
Clear Jelly Marmalade.....	1 25
Strawberry W. F. Jam.....	2 00
Raspberry " ".....	2 00
Apricot " ".....	1 75
Black Currant " ".....	1 85
Other Jams, W. F.....	1 85
Red Currant Jelly.....	2 75
PURE FRUIT JAMS—T. UYTON & CO.	
1-lb. glass jars 2 doz. in case, per doz	0 95
2 1/2-lb. tin pail, 2 doz. in case, per lb.	0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate.....	per lb. 0 06
7, 14 and 30-lb. wood pails.....	0 06
PURE FRUIT JELLIES—	
1-lb. glass jars, 2 doz. in case, per doz	\$0 85
7, 14 and 30-lb. wood pails, per lb.....	0 06

Home Made Jams—  
1-lb. glass jars (16-oz. gem.) 1-doz. in case, per doz..... 1 50  
5 and 7-lb. tin pails, per lb..... 0 69  
7, 14 and 30-lb. wood pails, per lb..... 0 69

**LICORICE.**  
YOUNG & SMYLLIE'S LIST.  
5-lb. boxes, wood or paper, per lb..... \$0 40  
Fancy boxes (25 or 50 sticks) per box 1 50  
"Ringed" 5 lb. boxes, per lb..... 0 40  
"Aome" Pellets, 5 lb. cans, per can... 2 00  
"Aome" Pellets, fancy boxes 40) per box..... 1 50  
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can..... 3 00  
Licorice Lozenges, 5 lb. glass jars..... 1 75  
" " 20 5 lb. cans..... 1 50  
"Purity" Licorice 10 sticks..... 1 45  
" " 100 sticks..... 0 73  
Dulce large cent sticks, 100 in box.

**LIQUORS.**  
COGNAC IN CASES.  
Ph. Richard.

S.O. Quarts, 12's.....	\$22 50
F.C. 1-15 bottles, 180's.....	15 00
V.S.O.P. 1-15 bottles, 180's.....	12 00
V.S.O.P. 1-15 bottles, 180's.....	12 00
V.S.O.P. 1-15 bottles, 180's.....	13 00
V.S.O.P. 1-15 bottles, 180's.....	14 00
V.S.O.P. 1-15 bottles, 180's.....	20 00
V.S.O. quarts, 12's.....	10 00
V.S.O. 1-15 bottles, 180's.....	18 00
V.O. quarts, 12's.....	8 50
V.O. pints, 24's.....	9 50
V.O. 1/2-pints, 48's.....	10 50
V.O. 1-15 bottles, 180's.....	14 00
V.O. decanters, 12's.....	10 50
V.O. " " pints, 20's.....	13 00
V.O. flasks, Imp. pints, with thumbiers.....	9 75
V.O. " Reputed " " 24'.....	10 50
V.O. " " no " 24's.....	9 50
Chas. Couturier.	
Quarts, 12's.....	7 00
1/2 bottles, 24's.....	8 00
1/4 " 48's.....	9 00
1-15 bottles, 180's.....	13 50
Flasks, 24's.....	8 00
1/2 Flasks, 48's.....	9 00
Flasks Imperial pints, Copsule, 16's.....	8 00
F. Marion & Cie.	
Quarts, 12's.....	6 00
1/2 bottles, 24's.....	7 00
1/4 " 48's.....	8 00
Flasks, reputed 24's.....	7 00
Flasks, 1/2-pints, 48's.....	8 00
1-15 bottles, 180's.....	12 50
Flasks, Imp. pints with thumbiers, 16's.....	8 00

**Cognac In Wood.**  
Ph. Richard.

Gals. Oct's.....	Oct's.....	Bbls. Hds.....
Couturier... \$4 00 \$3 95 \$3 85 \$3 80		
Marion..... 3 75 3 60 3 50 3 40		
Ph. Richard		
V.S.O.P. 5 50 5 35 5 25 5 00		
Richard		
V.O. proof. 4 25 10 4 00 3 90 3 80		
Richard 5 up.		
proof V.O. 4 00 3 80 3 70 3 50 3 40		
Richard Fine		
champagne 6 00 5 90		
Gin—Pollen & Zoon, in Cases.		
Red, 15's.....		\$10 00
Green, 12's.....		5 00
Poney, 12's.....		2 50
Gin Pollen & Zoon, in Wood.		
Gals. Oct's.....	Oct's.....	Bbls. Hds.....
Gin, P. & Z... \$3 15 \$3 05 \$3 05 \$3 00		\$2 95
Mitchell Bros. Limited—Scotch.		
1 case. 5 cases.		
Heather Dew, ordinary qts.		
12's.....	\$ 7 00	\$ 6 75
Heather Dew, stone jars,		
Imperial, 12's.....	12 50	12 25
Heather Dew, oval flasks,		
quart, 12's.....	11 25	11 00
Special Reserve, oval, pta. 24's.	11 75	11 50
12's.....	9 00	8 75
Special Reserve, 1/2 bottles,		
pints, 24's.....	10 00	9 75
Extra Special Liqueur, flagon,		
12's.....	9 50	9 25
Extra Special Liqueur, ordin-		
ary bottles, 12's.....	9 50	9 25
Heather Dew, flasks, 48's.....	12 00	11 75
" " 1/2 flasks, 60's.....	9 00	8 75
Mullmore, Imperial oval quart		
flasks, 12's.....	10 00	9 75
Mullmore, flasks, Imperial		
pints, 24's.....	10 50	10 25
Mullmore, flasks, ordinary		
pints, 24's.....	7 75	7 50
Mullmore, 1/2 flasks, ordinary,		
48's.....	9 00	8 75
Mullmore, ordinary quarts, 12's	6 50	6 25
Mullmore, ordinary pints 24's	7 50	7 25
Scotch Whiskey in Wood.		
Gals. Oct's.....	Oct's.....	Bbls. Hds.....
Special Reserve... \$4 50 \$4 25 \$4 15		\$3 90
Heather Dew		
" A"..... 4 00		3 65

RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

THE CANADIAN GROCER

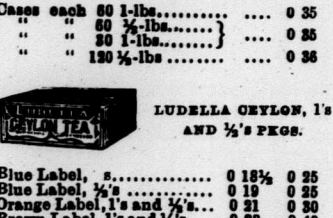
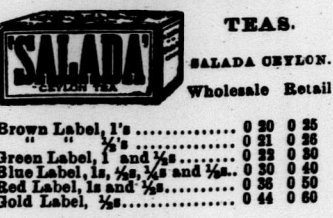
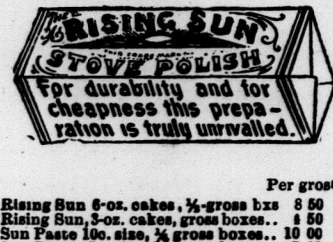
Table listing various liquor and wine items with prices. Includes Extra Special, Old Scotch, Whiskey in Cases, and various types of wine like Blandys, Morosa, and Madere.

Table listing Olive Oil and Orange Marmalade. Olive oil items include Bartons & Guestier's and T. Upton & Co. Orange marmalade items include T. Upton & Co.

Table listing Pickles, Soda, and Soap. Pickles include Stephens and A.P. Tippet & Co. Soda includes Dwight's. Soap includes Empire Brand, Brunner, Mond & Co., and A.P. Tippet & Co. Agents.

Table listing Starch and Soap items. Starch items include Edwardsburg Starch Co., Ltd. Soap items include Maypole Soap, Myonole Soap, Oriole Soap, and Gloria Soap.

Table listing Culinary Starch and Laundry Starches. Culinary starch items include Benson & Co.'s Prep. Corn and Canada Pure Corn. Laundry starches include No. 1 White or Blue 4-lb carton and Canada Laundry.



Advertisement for tea products. Includes sections for Ross' Teas, Crown Brand, Black Teas, Ceylon Teas, and various tea brands like Tetley's, Ram Lal's, and Luella. Prices and descriptions are listed for various tea types and quantities.

NIXEY'S REFINED BLACK LEAD H.M. the KING of the British Empire. Sole Manufacturer of 'Cervus' Square and Bag and Pepperbox Blues, and 'Silver Moonlight' Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG. Canadian Representative: MR. H. T. BAKER.

TRADE OUR MARK **AUER LIGHT MANTLES** LONGEST LIFE & BRIGHTEST OUR TRADE MARK

**Our Chief Business**

is making mantles that last the longest and give the most light. **A** is indelibly branded on the best mantles made.

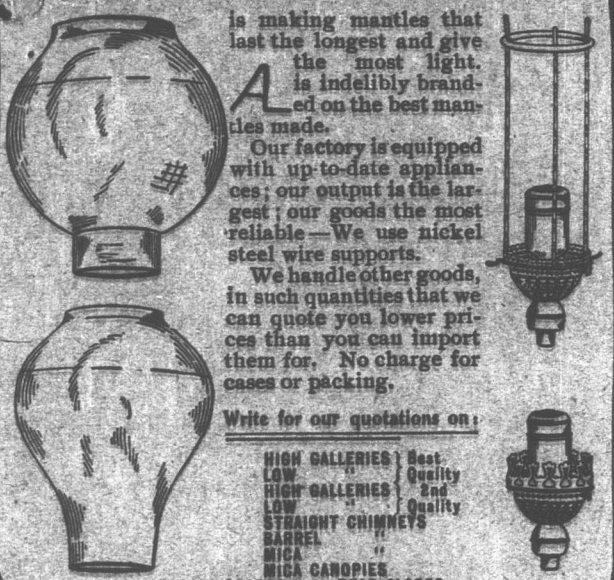
Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES	Best Quality
LOW GALLERIES	2nd Quality
STRAIGHT CHIMNEYS	Quality
BARREL	
MICA	
MICA CANOPIES	
OPAL SHADES	PEAR GLOBES
APPLE GLOBES	SUNDRIES

**AUER LIGHT CO., MONTREAL.**



*More Money for you.*

"Empire" Soda gives you a better profit than any other package Soda on the market.

*Better Goods for your customers.*

"Empire" Soda will give your customers better satisfaction than any other Soda on the market.

**WINN & HOLLAND,**  
SOLE SELLING AGENTS FOR CANADA.  
**MONTREAL.**

**The American Coffee Co.**  
IMPORTERS AND JOBBERS, TORONTO.  
Special Blends:  
"GOLDEN EAGLE," "MANHATTAN," "MONTREY."  
Correspondence Solicited.

**THE PEOPLE OF JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

**KINGSTON "GLENER"**

might bring inquiries. Better write for rates to  
**I. G. STEWART, Halifax.**

**BASKETS**

We make them in all shapes and sizes. We have

- Patent Strawboard Berry Box
- Grain and Root Baskets,
- Clothes Baskets,
- Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE ...  
**Oakville Basket Co.**  
Oakville, Ont.

**BUSINESS NEWS**

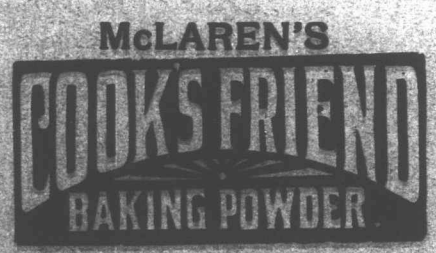
of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**  
232 McGill Street, MONTREAL, QUE.  
Telephone Main 1255.  
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

Don't use this kind of a light



but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.



For Lime Flint.

LAMP CHIMNEYS

WITH THE LABELS

ARE THE BEST.



For Lead Flint.

GOWANS, KENT & CO.

Wholesale

Crockery and Glassware  
China and Lamp Goods

TORONTO and WINNIPEG.

Mince Meat Season.

Our Mince Meat is in great demand just now, because it is succulent, tasty and delicious. We're very careful about the manufacture. Fresh meats and fruits spiced to a nicety are employed in the preparing.

Wethey's  
Mince  
Meat



The convenient brick package appeals to every good house-keeper. Your customer will be delighted with the toothsome dainty this season of the year.

(5)

Prepared only by

J. H. Wethey, Limited, St. Catharines, Ont.

# Crosse & Blackwell's ORANGE MARMALADE

1, 2, 4, and 7-lb. Tins; and New Package, 1-lb. Glass.

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

**BRADSTREET'S**

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.

HAMILTON, ONT.  
QUEBEC, QUE.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**Oakey's**

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'  
KNIFE POLISH

**JOHN Oakey & Sons, Limited**

MANUFACTURERS

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL